

Pharmacy

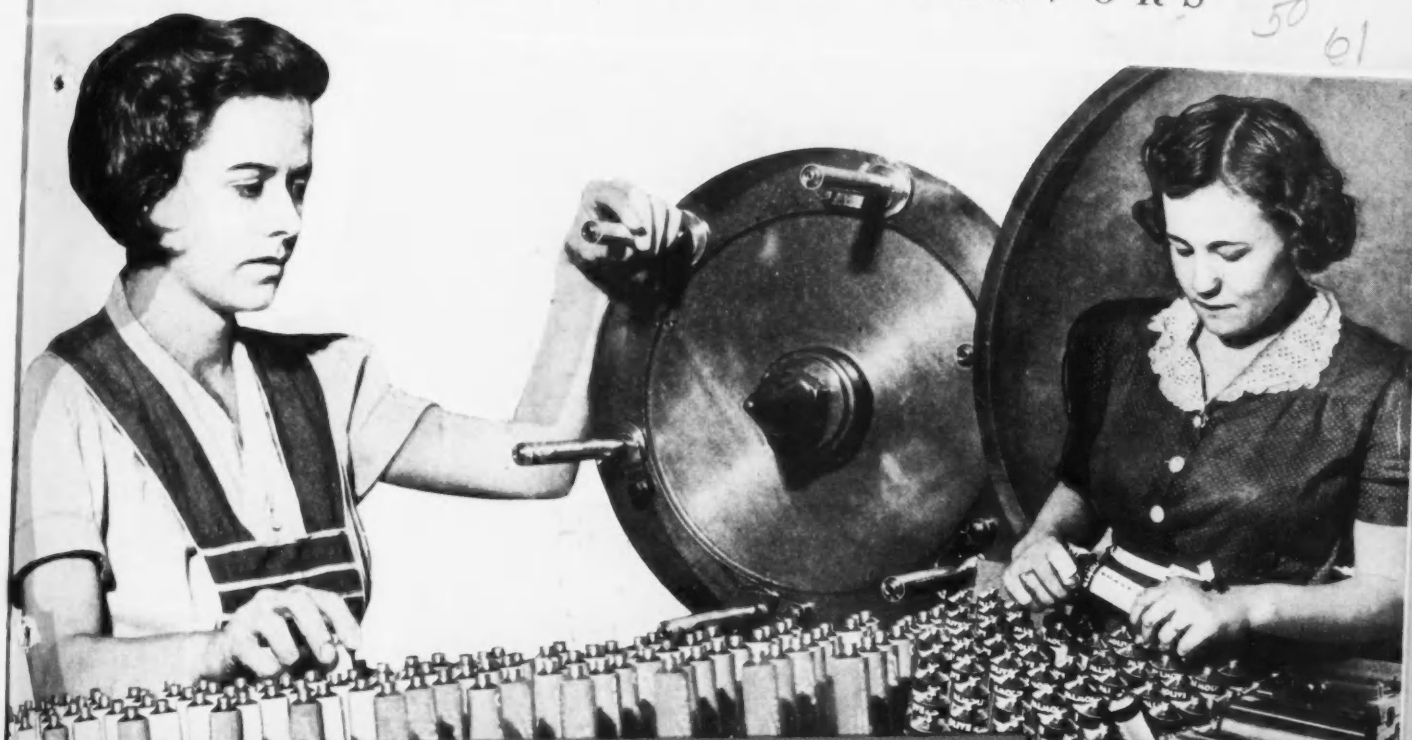
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JAN 1944

# The American Perfumer and ESSENTIAL OIL REVIEW

COSMETICS · SOAPS · FLAVORS

33 37 40 43 45 50 61



## WOMEN AT WIRZ — Help shorten the Vigil to Victory ★

They are part of Industry's great army of 14,000,000 Molly Pitchers who have picked up the tools dropped by men as they left for our battlefronts . . . Unlike the girl in the Easter Parade, Women at WIRZ may not find themselves "in the rotogravure." More often than not, theirs are unglamorous jobs . . . unglamorous but important in America's intensified war effort. They are helping us maintain production of war aids . . . thus shortening the Vigil to Victory.

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# Editorial Comment

## Post-war planning essential to fighting morale

Post-war planning by some is considered rather premature and the feeling is that all effort should be devoted to prosecuting the war, but the majority are of the opinion that post-war planning is an important part of winning the peace after the war, which indirectly is a part of winning the war. The security that may be installed in the minds of our soldiers by the knowledge that plans are being made to assure them employment and a chance to take their place as useful citizens immediately upon their return is one of the greatest morale builders we at home can contribute.

On page 31 of this issue we have given the comments of a few of our industry leaders on what their companies plan to do and how they think about this important subject.

## Developing foreign markets as an employment solution

Many companies are formulating their plans for post-war, but others have gone a step further and already have taken very definite measures to cope with the employment situation and at the same time expand their operations. One company, in particular, has done much in the opening of foreign markets. On page 40 of this issue the story of this undertaking is related by Frederic I. Rowe of Shulton, Inc. In this way Shulton plans not only to take care of its present war workers and returning service men, but to materially increase its staff.

## New Replacements Bulletin ready for distribution

Availability of materials today is a very difficult matter. In response to hundreds of requests we have revised the Replacements Bulletin which was issued over a year ago. This new bulletin runs some forty to fifty pages and comments on conditions surrounding a fairly complete line of materials as at time of preparation.

For several years we have issued bulletins on various subjects of interest to the industry gratis to our subscribers. However, government restrictions and increased costs compel us to make a nominal charge of \$1.00 per copy for this new Replacement Bulletin.

That you may secure your copy enter your order before this limited edition is exhausted.

# the American Perfumer and ESSENTIAL OIL REVIEW

COSMETICS · SOAPS · FLAVORS

EST. 1906

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*The heart of your cosmetic is correct perfuming*



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# desiderata

*Comment on interesting  
new chemical developments  
and their application to  
cosmetics and toiletries.*

by MAISON G. DENAVARRE

## **COLD PERMANENT WAVING**

Materials in the form of thioglycollates are freely available for making cold permanent wave solutions. However, great caution is required to keep the thioglycollate from becoming inactive. Air, traces of certain metals and heat are the enemies of thioglycollates. In addition, there will probably be considerable variation in the purity and as a result, in quality, too, in the material offered among the various suppliers.

Whether or not there are any adverse effects from cold permanent waving is yet to be determined. Some claim that the hair becomes relaxed a few days after the wave is given. Others say that a re-wave is hard to achieve successfully, and still others say that they don't get *good* results. In spite of this, thousands of cold waves are being given daily—and apparently with considerable success.

The effect achieved will in part reflect the skill of the operator, the teachings of the supplier and the care with which the solutions are made. For no matter how good everything else is, if the solution is bad, the results cannot help but be the same. In this line and due to the possibility that every *bathub manufacturer* may be getting into the cold waving field, one can expect surprises both pleasant and to the contrary. For the thioglycollates are powerful reducing agents, and it is not a far step from permanent waving to depilation. Then too, incomplete arrest of reduction after waving is completed, may result in damage to the hair. Just how well the industry will have done



M. G. DeNavarre at work in his laboratory

its job will be known very shortly. Many second and third waves will have been given. How well these will turn out is the question. How well the industry makes and recommends for use the solutions it makes will likewise be an anticipated revelation. The next six months will tell the story. In any event, foolish is the manufacturer of a home kit containing thioglycollates until more is known about them. Some people have made the statement they are out to make a killing with thioglycollates. Let us hope they are not literally right. Another cold waving method did get this horrible fortune.

## **POWDERED ICHTHYOL**

Ichthylol has been used for a thousand purposes from the day it was first found. It is now being made in this country. The domestic material appears to be just as good as the imported product. Of course, the official title for this trade-named product is *ichthammol*. Now there is available from one supplier a powdered ichthammol which should find use in many foot powder preparations and other powdered products.

## **ISOPROPYL ALCOHOL AGAIN**

Since first writing about deodorizing isopropyl alcohol by a carbon treatment, the suggestion has been sworn *at* and sworn *by*. Some get results and some don't. If you are not getting results, perhaps you aren't doing it right. Maybe the carbon you are using is wrong, although the two major suppliers of deodorizing carbon know which one to recommend. If you aren't leaving the carbon in until the final filtration, then your results may not be best. The alcohol cannot be deodorized as such without diluting with water, the higher the water content, the better the results. And if you use one of the better isopropyl alcohol "blenders," you have a really de luxe finished product. In fact, some bouquets can be made up into toilet water using nothing more than isopropyl alcohol 75 per cent. Along with all this is the fact that some batches of isopropyl alcohol smell worse than others. But the fact remains, isopropyl alcohol can and is being used after having its odor tempered by a carbon treatment.

## **PHENYLMERCURIC SALTS**

Somehow the story got started that the phenylmercuric salts were not available. That is not so—there is plenty of material for delivery any time you want it. Most useful cosmetic derivatives are the benzoate, borate and acetate.

## **CALCIUM THIOLYCOLLATE**

The use of this material in depilatories is covered at least by one patent and probably more. Just because the material is being made available along with other thioglycollates does not mean that you are not responsible. See *U. S. Patent No. 1,973,130* for details.

## **GLASS SALVAGE**

Salvage was something the cosmetic industry never dreamed of practicing and typically, the industry just wasn't ready when the pinch came. Already some manufacturers are wondering where they will get containers, caps or cartons in which to package their cosmetics.

# Precious Metal...



Gold, Silver, and Platinum were considered the precious metals in the good old days. But now, with the advent of war, practically *any* metal . . . including SHEFFALLOY, the tougher collapsible tube metal . . . is also precious indeed! Although made according to our exclusive Sheffield Process, from the less critical alloys, Sheffalloy is strictly rationed. Tubes for essential medicinal and pharmaceutical ointments for our fighting forces have first call, of course. Then shipments are made according to highest ratings. Low or unrated orders must sometimes step aside to allow speedy delivery of vital government demands! Today's production of tough Sheffalloy Tubes is the greatest in our history. Should your shipment be delayed, please bear with us. We're doing our best under trying conditions to be deserving of your continued confidence and friendship.

## NEW ENGLAND COLLAPSIBLE TUBE CO.

3132 SO. CANAL STREET, CHICAGO • NEW LONDON, CONN. • W. K. SHEFFIELD, 500 FIFTH AVENUE, NEW YORK  
THE WILCO COMPANY, 6800 MCKINLEY AVE., LOS ANGELES, CAL.

And there is no organized campaign to salvage any of these things, including paper. So if you are going to salvage any jars, caps or cartons, you'll probably have to do it on your own hook. Salvaging cosmetic bottles is a job even under normal circumstances but it, too, can be done. You will probably have to do all the cleaning in your own shop in the best way you know. It may be months or longer before an organized movement gets afoot. First one started may get a nice haul of containers. Salvage now for insurance.

#### WOOD MATS

The scarcity of rubber has created a shortage in matting capable of relieving the fatigue due to standing on concrete floors. A wood mat is now available which is claimed to be flexible and easily cleaned not to mention that it has other advantages over rubber.

#### FLAVOR

There are lots of artificial strawberry flavors but the one I recently saw beats them all. Its plenty powerful and smooth as the real thing. In fact, it outdoes the real thing. Everyone who has seen it says it is the best yet. It is really a beautiful product. Price is in line, too.

#### NEW MATERIALS

I have seen scores of new materials in the experimental stage which have not as yet seen daylight so to speak. Are we in for some nice things? Boy-oh-boy! These will be described here as they become available commercially. One is an absorption base concentrate about which more will be said next month. It is a lulu.

#### NEW REPLACEMENTS BULLETIN

Availability of materials today is a very difficult matter. In response to hundreds of requests we have revised the Replacements Bulletin issued over a year ago. Approximately one thousand requests were received for the previous bulletin and the edition was exhausted months ago. This new bulletin runs over 50 pages and comments on conditions surrounding a fairly complete line of materials, as at time of preparation.

For several years we have issued bulletins on various subjects with which our readers are familiar. They have been mailed gratis to our subscribers upon request. However, the government restrictions upon the use of paper are severe—costs of all production have risen and the publishers of the AMERICAN PERFUMER have been compelled to make a nominal charge of \$1.00 per copy to cover costs of preparation, production, mailing, and handling.

## Questions and Answers

### 479 EXTERNAL PRODUCTS RESEARCH

*Q.: The May, 1943, AMERICAN PERFUMER mentions the "External Products Research Institute" and the results of their work since September, 1940. Please advise if these reports are available and if so at what cost? Also advise about membership in the Institute.*

S. L.—TEXAS.

*A.: The External Products Research Institute is a non-profit organization organized by the manufacturers of mercury bleach creams. They have made long and extensive studies on the effects of mercury on the humans and animals. The results of their work have been published in book-like form. These books are distributed among the members and certain scientific organizations. They are not available for indiscriminate distribution. The address of the Institute is sent to you under separate cover, and we suggest that you contact the Institute directly regarding membership.*

### 480 ARTIFICIAL FLAVOR OILS

*Q.: In one of the recent issues of Desiderata, we find mentioned artificial flavor oils. It is stated that several new ones, such as cinnamon, orange and lemon are extremely good. Please tell us where they may be purchased. Enclosed is our check for another year's subscription to the AMERICAN PERFUMER.*

T. H.—MISSISSIPPI.

*A.: The artificial flavor oils to which you refer are available from a number of suppliers whose names and addresses can be found in the advertising pages of the AMERICAN PERFUMER. However, we are sending you a number of these names under separate cover. Some oils are more suitable than others and accordingly we suggest that you word your inquiry in such a manner that you state the use for which the oil is intended.*

### 481 LIQUID SHAMPOO BASE

*Q.: If triethanolamine is the only base used in a liquid shampoo, is it possible to make a quantitative determination volumetrically of the excess of this base?*

P. R.—CONNECTICUT.

*A.: The excess triethanolamine is titratable. Select the proper indicator for the best results. If your shampoo is highly colored, you may have to use an external indicator. However, since you will titrate only to a certain pH, you are not getting an exact quantitative analysis, but the analysis will be suffi-*

*ciently exact to afford neutralization of the base. Keep in mind that triethanolamine itself in dilute solution has a pH between 10 and 11 while the pH of the soaps is approximately light.*

### 482 LIQUID HAIR DRESSING

*Q.: As a subscriber to your magazine, we would appreciate some advice relative to our liquid hair dressing, the formula for which follows (formula given). We can no longer get castor oil but hope to find a satisfactory substitute. A stamped self-addressed envelope is enclosed for your reply. Please tell us where we can get a satisfactory substitute.*

D. S.—VIRGINIA.

*A.: Castor oil is available again for use in hair dressings such as you make. Check with your local branch of the FDA or WPB on how to get your supplies. We understand that some companies have already obtained castor oil for this purpose, while others say they have been turned down. Nevertheless, we are sending in your own stamped envelope the names of several suppliers of replacements that we have found satisfactory.*

### 483 ASTRINGENT SKIN FRESHENER

*Q.: I am interested in a book on chemistry. Is the book such that it can be understood and followed by one who is not an expert or skilled chemist? Will you please give me instructions about making a mildly astringent skin freshener. It is imperative that we change our formula because of the delay and difficulty in securing ingredients.*

N. E.—OHIO.

*A.: The book you describe is not published by the AMERICAN PERFUMER but sold by the AMERICAN PERFUMER and entitled, "The Chemistry and Manufacture of Cosmetics," by M. G. deNavarre. The chapters on chemistry are written so that anyone can understand them, even though he may not have had any chemistry training. We quote one formula from this book for a slightly astringent skin freshener. Benzoic acid 0.15 parts, tincture benzoin 2 parts, diethylene glycol monoethyl ether 5 parts, 10 per cent solution sodium lauryl sulfate 5 parts, 10 per cent solution mixed ionones 1 part, distilled water to make 100 parts. The resulting formula is a colloidal suspension, milky in character and if properly made, the resulting product will be opalescent for quite a long time.*

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In BALSAMOL, we have incorporated the freshness of all outdoors... the healthy odor of deep woods and mountain air + Possessing a truly balsamic and retentive odor, BALSAMOL will replace all the natural balsam and gum characters in your formulae—most effectively and without their inconveniences. ++ BALSAMOL is especially good as a base and fixative for floral types. When used in combination with smooth warm tones, it forms the background of many present-day popular perfumes.

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## Industry Comment on Post-War

*Post-war plans are being made by every forward looking company . . . Plans which act as a morale builder to our fighting forces to let them know a job is waiting*

THE FOLLOWING letters are comments received in reply to our query as to just what the future might hold for the perfumery and cosmetic industry and also as to what plans the companies are making for this post-war period.

This section will be continued in various issues throughout the duration.

The ideas expressed in these pages may be of some assistance in helping other companies to develop a constructive plan for their post-war business. Also ideas suggest ideas, and we would be glad to receive at any time contributions from any reader who would like to share his plan with others.—EDITOR.

**Coty, Inc.**  
**New York, N. Y.**

"A few months ago it was generally felt among manufacturers of cosmetics and other toilet preparations that the first quarter, at least, of this year would be an even more difficult period in which to obtain supplies than had been the case in 1943. The handwriting was on the wall, so to speak.

"Even though the new year is only four days old, new restrictive orders, we understand, are about to be issued by the War Production Board—one, the further curtailment for the next couple of months at least, of materials for the manufacture of plastics, and the second, a revised order on bottles to replace the one which was in effect in 1943. The full text of the latter has not yet been released; so we do not know how prohibitive it will be.

In addition to these further limitations, we are confronted with a serious situation on cardboard and paper. We are permitted a percentage allotment based on footage and/or tonnage of the amount used in corresponding quarters of 1942. But even this reduced quan-

tity is not being furnished to us promptly enough by the suppliers. Then there is also the continuation of the restrictions on fats, oils, glycerine, zinc, tin, brass, alcohol, etc., etc. As for essential oils from foreign sources, there is practically no importation of them.

"While this general situation will not be an easy one for production departments to hurdle, still our company and the industry were able to overcome many obstacles last year and produced a sizable amount of merchandise. I think great credit is due to the creative and production departments of all companies for the ingenuity employed by them.

"What of course, makes the situation even more acute is the fact that the demand for our merchandise increased substantially last year and the inventory of all retailers, we are informed, is at a very low figure. To replenish stocks completely during the next 30 or 60 days will require large production and this, under the circumstances, will not be easy. It is also expected that these replacements will be consumed fairly rapidly, for the opinion exists that the current demand will continue.

"Let us hope, however, that one thing will be avoided, and that is that stores and sales clerks will not publicize the fact that on either February 1 or March 1 the present excise tax on toilet preparations will be raised to a higher figure. If that is used as a selling appeal, it would create a buying wave, which was the case prior to October, 1941, when the present tax became effective, which would be extremely unwise at this time.

"As for the period following the first quarter of this year, it is thought that there may be some relaxation on many materials that go into the manufacture

of civilian lines. It is hoped that inasmuch as the public considers toilet goods essential to its daily existence, consideration will be given to our needs for the release of some of those materials as they become less critical and less required for the war effort. We are counting on the full recognition and appreciation of this fact by government departments."

**H. L. Brooks**  
*President*

**Colgate-Palmolive-Peet Company**  
**Jersey City, N. J.**

"What is the outlook for toilet articles and cosmetics in the post-war period? As far as I know, no one has yet invented the crystal ball which will enable us to see into the future and to predict with accuracy the course of the Stock Market, level of employment, the weather or the crop output. Likewise no one can look into the future and too closely by years predict the sale of toilet articles and cosmetics.

"Anyone faced with such problems usually gathers such information that can be obtained in regard to probable economic trend and then by looking back to the past try to arrive at a probable conclusion. Using this formula, if we look back to the last war we find that the toilet goods and cosmetics industries were relatively small prior to the war and that they grew with the war; suffered with the short swing of the economic pendulum about 1921 and then increased in sales tremendously during the next decade. They suffered in common with nearly all businesses during depression and then again increased.

"Consequently, it seems reasonable to assume that if we have good economic conditions in the country; that is, a high level of employment and people making good wages, we should

expect to see toilet articles and cosmetics increase. It seems a reasonable assumption that we will have these conditions judging by the backlog of savings that people have accumulated in the last several years and the actual need for goods that cannot currently be purchased. We will need more houses because there has been no building, automobiles have become badly depreciated and in many cases given up altogether so there will be a tremendous market for automobiles, washing machines, house furnishings, new radios—the list of things that people need could go on for pages. They have the money to buy and they want them. This cannot help but lead to the probable conclusion that people will want to work to produce to buy and that we shall have good economic conditions. There may be a temporary lull during reconversion and for readjustment but following this there will be tremendous production and excellent business conditions. This would leave for the toilet goods and cosmetic industries only the question as to whether we have not already saturated the market.

"According to figures the sales per capita of individual items is not very high. Anyone can sit down with a pencil and piece of paper and determine that the sales of most individual items in the toilet goods and cosmetic industries is not very high per capita. This means that there are many people who are not using them—or not using them regularly. And who among us can say that we are perfectly satisfied with our grooming and personal appearance and have entire assurance that we are presenting our best face to the world? As long as there is a question of doubt there is room for greater sales in toilet articles and cosmetics.

"An industry that has grown from 40 million dollars in 1914 to 130 million in 1920, 336 million in 1930, 400 million in 1940 and 461 million dollars in 1943 has no reason to believe that it has reached the limit of its sales market."

**Roy Peet**

*Assistant to the President*

#### **Gallowhur Chemical Corporation New York, N. Y.**

"Through careful planning for the post-war period our company, for one, is in a position to know what its employment needs will be after the war. We know that we will have room for 25 per cent more employees, and we feel that service men should now have the assurance that the people back home are making plans for their employment when the Axis is defeated. While ours is a medium sized business

and we employ only a few hundred men and women, we hope that our plan to swell our payrolls 25 per cent by hiring veterans returning from the war will be duplicated by many other companies throughout the country.

"Because of the essential nature of its work in the war effort, the Gallowhur Chemical Corp. has lost few of its employees to the armed services. For that reason, the 25 per cent pledge applies to new employees, not to persons who would have to be reinstated as a matter of course under the Selective Training and Service Act.

"The corporation has been engaged since Pearl Harbor in important war contracts. It now has a larger staff than it ever had before. But as it expanded its personnel and operational facilities new products were developed in its laboratories for the post-war period.

"We will thus be in a position to make full use of all of our employees when the war is ended and we will want about 25 per cent more—energetic and competent service men."

**George Gallowhur**  
*President*

#### **Hudnut Sales Co., Inc. New York, N. Y.**

"The Toilet Goods Industry has done exceptionally well in the past year, despite the handicaps necessarily imposed on us in meeting the demands of the war effort. Therefore, it seems reasonable we can look to 1944 confident we will be able to make continued progress.

"Through the ingenuity and resourcefulness of management, research staffs and creative departments, we have developed and produced new products and new packages to help overcome the loss in volume all manufacturers were forced to absorb through the elimination of items, which became casualties when many raw materials and other supplies went to war.

"As the Government releases restrictions on civilian materials during the coming year and defense industries complete their war contracts, more plastics, steel, tin, copper, etc., will be freed for civilian use, and metal lipstick containers and compacts we have not had for the last year or so should again be available.

"The increased buying power of women has greatly stimulated a new consciousness for beauty preparations—likewise a desire generally for quality cosmetics. This taste developed for more and better cosmetics will continue after the war, and should be a decided factor in helping maintain a high consumption of toilet goods. We cannot

hope, of course, that the abnormally high sales in purchasing power will cause a leveling off of sales. However, we are confident the Toilet Goods Industry can look forward to a greater annual volume than existed before the war."

**C. A. Pennock**  
*President and  
General Sales Manager*

#### **Shulton, Inc. New York, N. Y.**

"For some time now we have been making plans here at Shulton for the time when this war will be won . . . plans for distribution of merchandise, plans for new merchandise, plans for making a place for all our men now in the armed forces. Some of these plans have become definite policies, some already have been put into operation.

"For instance, in December, we introduced to the American public, Leigh perfumes, presenting fine quality perfumes at an American price within the reach of all women. These perfumes are being produced for a volume market, which we are starting to build now so that when the post-war period is with us, we shall have volume sales. Volume production means volume manpower in our factory, in our offices. So, right now, we are executing plans to make room for our men when they come back home out of uniform.

"Our export division is well under way in order to expand our market throughout the Central and South American countries. With this additional distribution, automatically we have an additional safeguard against unemployment in the future. Already our representatives have been appointed in Mexico, Cuba, Colombia and Venezuela and within the next six months, we shall have completed plans for distribution for the other important countries in this foreign market.

As long as this war lasts we shall keep our war products division, where we make fine precision airplane parts in full operation. Post-war plans for this department include the conversion of all machinery to use in plastics and mechanization of toiletries production. In this way we shall be able to avoid throwing out of work those people employed in the war products division. Also, we shall be able to make use of all machinery purchased or specially constructed for the production of war materiel.

"It is with great pleasure that I tell you of our plans for that time when we shall return to peace and the American way of life."

**William L. Schultz**  
*President*

# A Study of Petroleum Microcrystalline Waxes

*Increasing application of microcrystalline waxes predicted in cosmetic industry in Post-War . . . The characteristics given here show their interchangeability with other waxes*

by DR. R. B. KILLINGSWORTH

Technical Service Division, Socony-Vacuum Oil Company, Inc., Brooklyn, N. Y.

THE increasing application of petroleum microcrystalline waxes for a variety of industrial uses has attracted considerable attention to these materials in the past few years. Because of their excellent performance as moisture-proof coatings and laminants they were recently placed under government allocation in order to direct the supply to the most essential war applications, such as Ordnance and Quartermaster packaging. As the current production of microcrystalline waxes is insufficient to meet the demands of these two applications alone, they are definitely on the critical list today and are available only for high end use applications. However, because of this demand production has increased and it seems evident that in the post-war period a great variety of these waxes will be obtainable with characteristics designed for specific applications.

## APPLICATION IN COSMETICS

One of the fields in which microcrystalline waxes should find increasing application is the cosmetic industry. Ozokerite and ceresin, the naturally occurring counterparts of the petroleum microcrystalline waxes, have long been used in bases for a variety of water-free creams, such as massage, bleaching and deodorant creams, stick deodorants, lipsticks, medicated creams, etc. The petroleum microcrystalline waxes, being similar in composition but available in a much greater range of characteristics than ozokerite or ceresin, can often replace these imported materials to advantage. It is not the intention of this article to discuss specific uses of microcrystalline waxes in cosmetics but to describe their properties and characteristics which in themselves will suggest possible applications.

In the refining of lubricating oils from certain crudes it is necessary to remove wax from them in order to obtain satisfactorily low pour points for



Dr. R. B. Killingsworth

winter-time operation. This removal today is usually done by solvent dewaxing wherein the wax is separated as a solid by crystallizing and filtering it from an oil-solvent solution at low temperatures. With the removal of solvent from the precipitate a soft waxy material known as petrolatum is obtained. Depending on the crude source and type of the lubricating oil fraction and the conditions of solvent dewaxing, petrolatums of a wide variety of characteristics are possible.

## DE-OILING PROCESSES

In most cases petrolatums contain high percentages of oil which must be removed to produce the hard tough microcrystalline waxes. This is generally done by solvent de-oiling, either centrifuging or filtering the chilled solution of petrolatum in solvent. By varying the dilution ratio of solvent to petrolatum and the temperature of de-oiling it is possible to make waxes varying widely in melting point or consistency. Also by clay filtration, acid treating, steaming, etc., any of these waxes can be made essentially free

from odor and taste and in colors ranging from white to dark amber.

## BLENDING ABILITIES

The first of these is the ability of the microcrystalline waxes to impress their own fine crystalline structure on other crystalline waxes by addition of relatively small percentages. This is strikingly illustrated by the photomicrographs, Figs. 1 to 5, of blends of a 122 deg. F. melting-point refined paraffin wax with increasing quantities of Wax E, a 155 deg. F. melting-point microcrystalline wax. It will be seen that in the blend containing 10 per cent Wax E the decrease in crystal size is almost complete. These photomicrographs were taken on samples of wax very shortly after crystallization from the molten state. It is a known fact that the crystalline structure of the paraffin waxes undergoes changes with time and this is shown graphically in Fig. 6 which is a photomicrograph of the same wax used in Fig. 1 taken after six months' storage on a microscope slide. Microcrystalline waxes do not noticeably exhibit these crystalline changes as will be seen in Fig. 7 which represents the wax blend of Fig. 3 after a similar six-months' storage. The significance of the stability of structure of microcrystalline wax blends on aging is at once apparent.

The crystalline repression properties of all microcrystalline waxes are not the same, a fact which would probably be expected. Figs. 8 and 9 illustrate this by showing that Wax A, which is actually a low melting petrolatum containing a high percentage of oil, is considerably less efficient than Wax E in this respect, while Wax F is somewhat more efficient. Compare Figs. 8 and 9 with Fig. 3.

The ability of the microcrystalline waxes in repressing crystal size is not confined to its effect on crystalline paraffin wax. Very similar results are



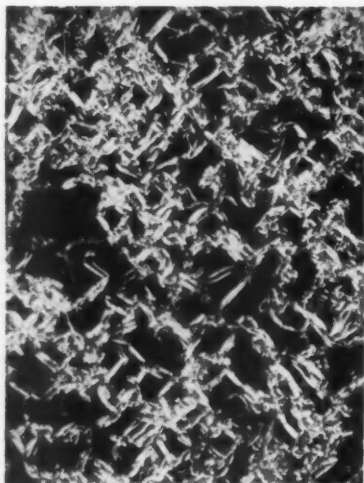


Figure 1. 100X  
122°F. M.P. Refined Paraffin Wax

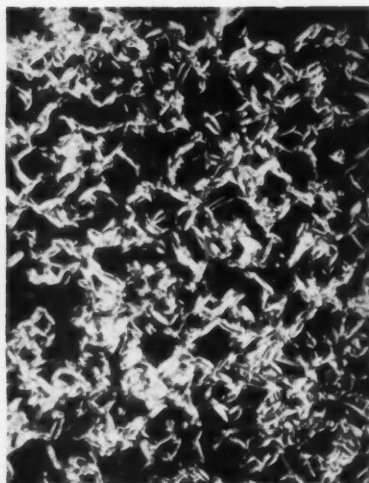


Figure 2. 100X  
95% 122°F. M.P. Refined Paraffin Wax  
5% Wax E

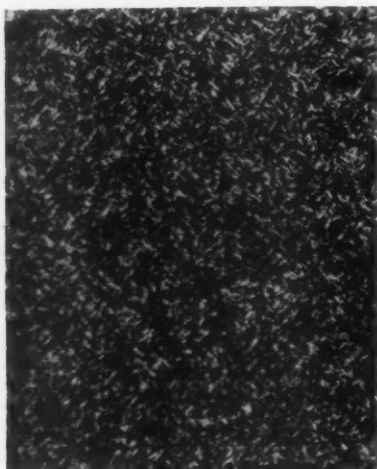


Figure 3. 100X  
90% 122°F. M.P. Refined Paraffin Wax  
10% Wax E



Figure 4. 100X  
70% 122°F. M.P. Refined Paraffin Wax  
30% Wax E

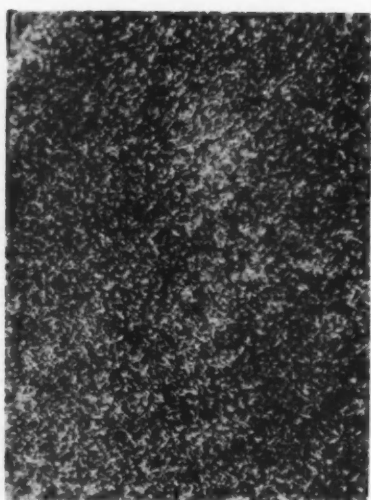


Figure 5. 100X  
Wax E 155°F. M.P. Microcrystalline Wax

obtained when Wax E is added to stearic acid or spermaceti, two definitely crystalline materials.

Ozokerite and ceresin, both having a microcrystalline structure as shown by Figs. 10 and 11, when added to the 122 deg. F. melting point refined paraffin wax behave similarly but with different efficiencies. (See Figs. 12 and 13.) Ceresin, which is a drastically treated ozokerite and often containing added paraffin wax, does not repress the crystal size as effectively as either ozokerite or microcrystalline Wax E.

#### SUBSTITUTE FOR BEESWAX

Beeswax, although differing fundamentally from the microcrystalline waxes in that it contains considerable saponifiable matter, also exhibits this characteristic of repression of crystal size (Figs. 14 and 15) and is similar in many other characteristics. There-

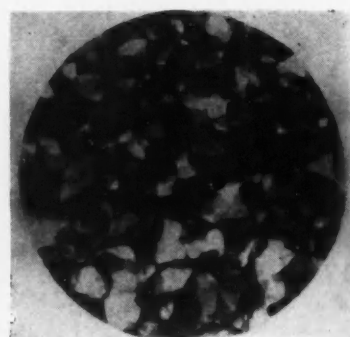


Figure 6. 100X  
122°F. M.P. Refined Paraffin Wax  
Stored six months on microscope slide  
(see Figure 1)

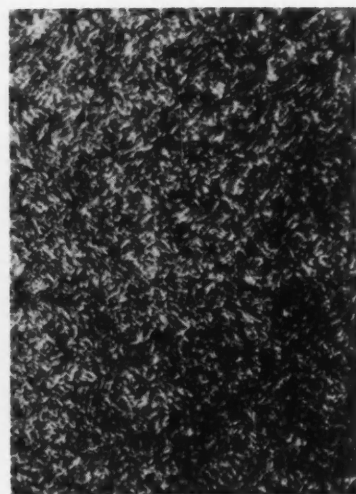


Figure 7. 100X  
Wax blend of Figure 3. After storage of six  
months on microscope slide

fore, except where saponification is a factor the microcrystalline waxes can often replace beeswax in wax formulations.

#### PREVENTING SWEATING OF OILS

The second important characteristic of microcrystalline waxes for the use under discussion probably is derived from their crystalline structure and their ability to impress their structure on crystalline materials. This is their ability to prevent sweating of oils from blends of waxes and oils, an important attribute in many cosmetic preparations. Fig. 16 strikingly illustrates the decrease in sweating of a blend of stearic acid and castor oil in which increasing percentages of stearic acid have been replaced by Wax E.

From the manner in which they are produced it can be seen that microcrystalline waxes may be regarded as hard petrolatums or petrolatums as soft microcrystalline waxes, and it is difficult to differentiate between the two. For the purpose of the following discussions both have been included as



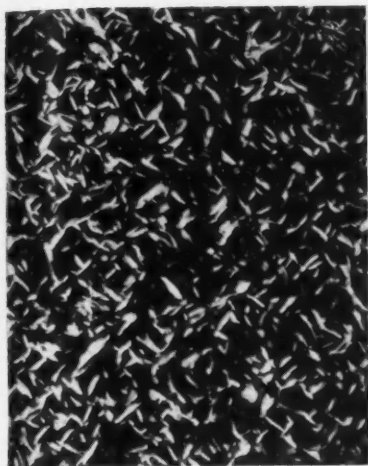


Figure 8. 100X  
90% 122°F. M.P. Refined Paraffin Wax  
10% Wax A

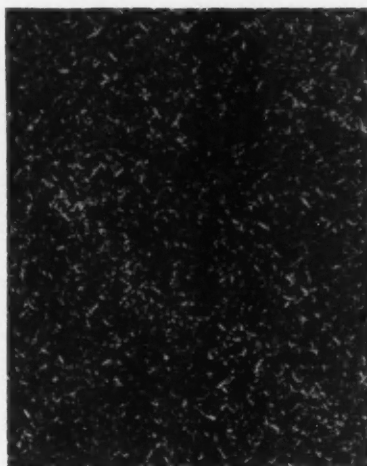


Figure 9. 100X  
90% 122°F. M.P. Refined Paraffin Wax  
10% Wax F



Figure 10. 100X  
Ozokerite (see Table 1)

microcrystalline waxes. Physical characteristics of a few typical examples of commercially available microcrystalline waxes are given in Table I which includes ozokerite and ceresin for comparison.

The microcrystalline waxes do not include the white paraffin waxes which are definitely crystalline in structure and are obtained from a fraction, known as paraffin distillate, of the crude oil boiling just below the lubricating oil fraction. Paraffin waxes have been available for many years in a number of standard grades and are well-known so that they need not be discussed here.

Because all petroleum waxes including both the crystalline type and microcrystalline type are extremely complicated mixtures of saturated hydrocarbons, relatively little is known about their composition. This is especially true of the latter class because of the greater difficulties encountered in isolating components or types of components with any degree of purity. However, with the increasing accumulation of data on characteristics of various microcrystalline waxes a better under-

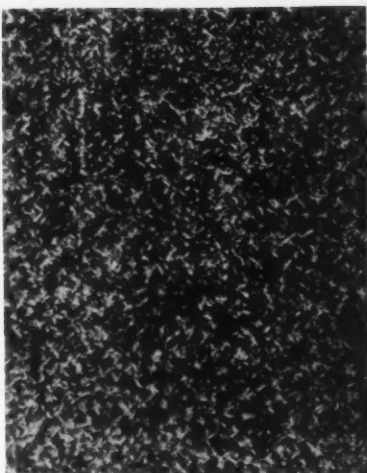


Figure 11. 100X  
Ceresin (see Table 1)

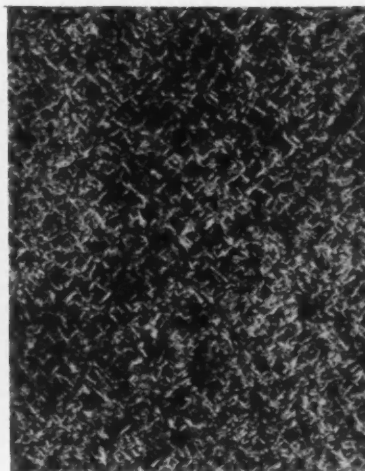


Figure 12. 100X  
90% 122°F. M.P. Refined Paraffin Wax  
10% Ozokerite

standing of their handling and usefulness is developing.

#### CHARACTERISTICS AND PROPERTIES

One of the principal differences between the paraffin waxes and the microcrystalline waxes is in their crystalline

Table I—Physical Characteristics of Microcrystalline-Type Waxes

WAX	A	B	C	D	E	F	G
Melting Point ° F.	115/125	125/130	140/145	155/160	155/160	170/175	180/185
ASTMD 127-30							
Penetration @ 77° F.							
Cone, ASTMD 217-38T	170/190	60/65		41			
Needle, ASTMD 5-25		180/185	35/40		25/35	10/15	5
S.U. Viscosity @ 210° F. 65"		56"	90"	74"	65"	65"	75"
Spec. Gravity							
190/60° F.	0.813				0.801	0.787	
60/60° F.	0.891				0.898	0.934	
				OZOKERITE			CERESIN
				165.5			159.0
				7.5			11
				9.34			4.22
				57.0			40.1
				0.7905			0.7703
				0.9262			0.9175

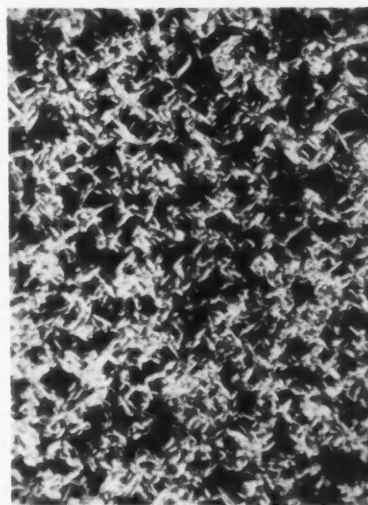


Figure 13. 100X  
90% 122°F. M.P. Refined Paraffin Wax  
10% Ceresin

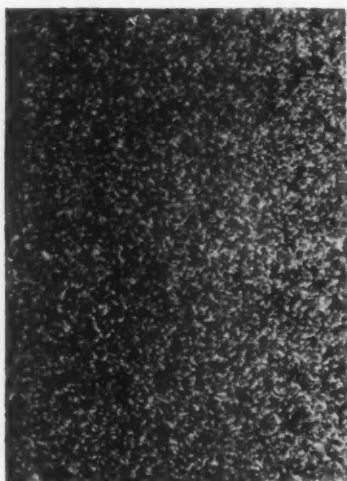


Figure 14. Beeswax 100X

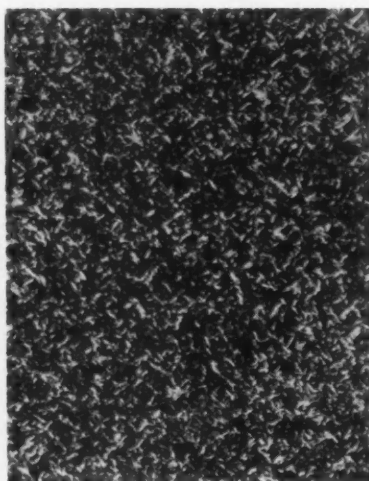


Figure 15. 90% -122° F. M. P. Refined Paraffin Wax 10% Beeswax 100X

structure. This is illustrated by the photomicrographs shown in Figs. 1 and 5. The extremely small size of the crystals of the microcrystalline waxes, as exhibited in Fig. 5, was probably responsible for the early reference to these waxes as being amorphous. Obviously this was incorrect and the term microcrystalline is more appropriate.

#### OTHER DIFFERENCES

There are other significant differences in properties between the microcrystalline and paraffin waxes that are reflected in their performance in many applications. In general, the microcrystalline waxes have:

1. Higher melting points—140-190 deg. F.
2. Greater ductility at all temperatures
3. Greater toughness
4. Greater tackiness
5. Greater stability to oxidation at elevated temperatures
6. Higher viscosities when molten
7. Greater ability to retain oil without sweating

#### USES OF WAXES

The characteristics of the typical microcrystalline waxes listed in Table I will undoubtedly suggest many applications where the use of these waxes would be advantageous. On the other hand, there are two important properties of microcrystalline waxes which are not quite so well-known and which are of particular interest in the compounding of waxes, oils, soaps, etc..

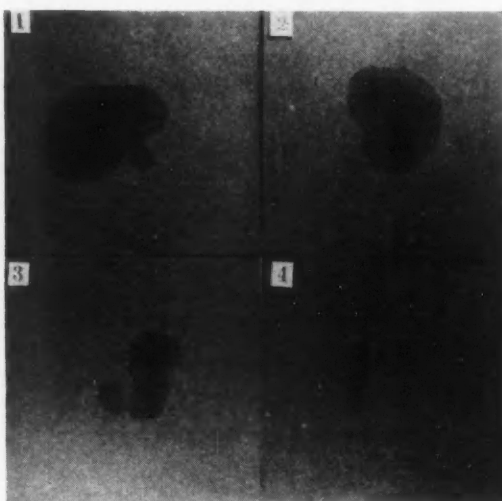


Figure 16

1. 50 Pts. Castor oil + 45 Pts. Stearic Acid + 5 Pts. Wax E
2. 50 Pts. Castor oil + 40 Pts. Stearic Acid + 10 Pts. Wax E
3. 50 Pts. Castor oil + 35 Pts. Stearic Acid + 15 Pts. Wax E
4. 50 Pts. Castor oil + 30 Pts. Stearic Acid + 20 Pts. Wax E

into preparations such as are found in the cosmetic industry.

#### PREPARING SLIDES

These pictures were obtained by preparing small blocks of the indicated wax blends, placing them on squares of green blotter paper, allowing them to stand at room temperature overnight and photographing the oil stains in the blotter paper. Although an excessive amount of oil has been added the sweating of the final blend has been almost prevented.

#### CAREFUL HANDLING ESSENTIAL

In all manufacturing processes best results are obtained by careful handling of the raw materials to prevent their destruction or adversely affecting the desired properties for which each ingredient is chosen. One of the most important precautions in the handling of microcrystalline waxes is to avoid excessive heat and/or aeration since they tend to oxidize under these conditions and become rancid and odorous. With reasonable care and normal attention no spoilage need occur. This tendency to oxidize is not confined to petroleum waxes but is exhibited by all waxes and most compounds are cognizant of this danger from past experience.

#### TEMPERATURES A CONSIDERATION

In melting or handling waxes in the molten state temperatures should be held as low as possible, preferably below 225-230 deg. F. Low pressure steam for jacketed heating kettles is recommended and thermostatic temperature control is desirable. Long-time storage should be avoided and a minimum of agitation employed.

Oxidized wax also has a catalytic effect upon oxidation of fresh wax. For this reason, it is recommended that equipment be given periodic cleanings to remove accumulations of oxidized material.

### Absolute from Coffee Flowers

SEVERAL experiments were conducted to determine the commercial possibilities of coffee-flower absolute. Extraction of coffee flower with petroleum ether gave a higher yield of absolute than extraction by enfleurage and maceration with liquid petroleum.

#### PETROLEUM ETHER BEST YIELD

Petroleum ether gave the best yield of good quality oil among the several solvents tried; EtO gave a somewhat lower yield of oil with

a superior aroma. Coffee flowers frozen prior to extraction yielded slightly more oil than flowers not so treated. Pressure and dessication treatment gave considerably lower yields.

Although the increase in yield from the freezing treatment was probably not significant, it offers a possible method for storing and holding the flowers until such time as is convenient to extract them.—N. G. Arrilaga, *Jour. Amer. Phar. Ass'n*, 1943, p. 77.

# The Use of Glycerine in Skin-Protective Preparations

*Importance of protective skin products in prevention of industrial dermatitis . . . Glycerine may be used in preparations as humectant, plasticizer, solvent, etc. . . . Formulas given*

by GEORGIA LEFFINGWELL, Ph.D.

**I**N A LARGE proportion of the various skin protective creams which are coming into ever-increasing use, glycerine is an essential constituent. In these effective guardians of dermal health glycerine serves not only as an efficient humectant, plasticizer and solvent, but also in many instances as a barrier material to harmful substances.

The importance of suitable skin protective preparations becomes evident when it is realized that occupational dermatoses are the most frequent occupational diseases in industry<sup>1, 2</sup> and that there is more time lost from work on account of occupational skin disorders than from any other occupational disease.<sup>3</sup> More than that, the incidence of industrial dermatitis in the United States has never been so great as at the present time nor has the need for adequate prevention and control ever been more essential.<sup>4</sup>

## DEFINITION OF DERMATITIS

According to Tulipan and Glass,<sup>5</sup> an occupational dermatitis may be defined as any disease of the skin arising out of, during, or in the course of a person's work. The substances that may cause skin diseases are almost infinite and highly varied. In the main, however, certain substances or classes of substances stand out predominantly as causal agents. The most frequently guilty types of materials, in decreasing order of importance, have been listed by Schwartz<sup>1</sup> of the U.E.P.H. as follows: petroleum oils and greases, alkalis, solvents, chromic acid and salts, metals, dyes, plants, rubber and its compounds, paints and varnishes and synthetic resins.

The skin being the portion of the body which comes into contact with these external irritants is the first to be affected by many of these industrial poisons. Hence, there is a growing realization of the importance of measures aimed at protecting the skin from these deleterious substances not only



Dr. Georgia Leffingwell

because of their effects upon the worker himself, but also because of their plain dollars and cents cost to both the employer and employee.<sup>6, 7</sup>

Among the measures for preventing industrial dermatitis cleanliness rates high.<sup>1, 2, 3, 8, 9</sup> This includes not only cleanliness of person, but also cleanliness of the room, the machines and the clothes as well. Protective clothes also rank high. Skin protective creams and related preparations, however, hold a unique position in that it is fully recognized that such products are very often the only available means of protection.

## PROTECTIVE MEASURES

In most occupations the face cannot be covered by protective clothing. Then, too, the work must often be performed with bare hands, gloves being awkward and unsuited for many operations, especially skilled fine work. Then, too, as pointed out by Schwartz,<sup>3</sup> workers generally dislike to wear protective clothes but seem to have a particular liking for the use of protective ointments. These facts are evidenced not only in the growing popularity of skin protectives, but also in the increasing number of reports on their use and

formulation appearing in the pertinent literature.<sup>3, 4, 10, 11, 12, 13, 14</sup>

Protective skin products are intended for application to the hands and other skin surfaces before exposure to industrial dirt, grime, grease and related occupational soiling substances or to industrial poisons likely to cause dermatitis. When properly applied, such creams leave a film on the skin. The film, which should be dry and not greasy or tacky to the touch, acts as a barrier to harmful substances likely to irritate the skin. Greases, dirt, pigments and other industrial accumulations are removed easily by washing with soap and water.<sup>8</sup> In brief, properly prepared and applied protective products serve both as a barrier to deleterious substances and as a means to facilitate the removal of such materials at the end of the working day.

## TYPES OF SKIN PROTECTIVES

Various types of skin preparations are available to meet varied occupational conditions and the irritants encountered in the several industries. Some of these agents are of a standard type suitable for more or less general use, while others are required to meet special conditions. Whatever their type, skin protectives should meet certain specific standards. As specified by the Committee on Occupational Dermatoses of the American Medical Association<sup>4</sup> such protective applications must meet four minimal requirements: they must be of such a consistency that they remain on the skin satisfactorily so as to furnish adequate protection against irritant contacts while at work; they must be easy to apply before work and readily removed after work, and they must not, of themselves, contain primary irritants or sensitizing agents.

Those familiar with the properties of glycerine will readily appreciate how adequately this fluid fits into the formulation of many standard protective



ointments. This is quite evident in Schwartz's<sup>12</sup> listing of the composition of various protective creams. Here glycerine is given as an ingredient of ten of the thirty-two preparations described.

#### GLYCERINE IN SKIN PROTECTIVES

Since the formulation of skin protectives may well be said to be the result of collaboration between the skill of the cosmeticologists and the knowledge of the dermatologist, it is not surprising that glycerine found early and frequent use in the preparation of skin protective products. In both cosmetics and dermatology, glycerine is valued because it serves variously as a humectant, vehicle, suspending agent, emollient, lubricant, plasticizer, softener, penetrant and "bodying" agent. Although glycerine would be valuable if it afforded only one of these characteristics, many of these properties find simultaneous use in skin preparations. As deNavarre<sup>15</sup> has recently pointed out the major role played by glycerine in skin product formulation is that of a plasticizer and spreading agent. The importance of this quality in skin protectives is quite obvious and when combined with its other qualities makes its use most advantageous.

#### GLYCERINE ITSELF A BARRIER

In addition to these properties is the fact that in protective creams glycerine is itself a good barrier material, being quite oil repellent.<sup>16</sup> Nor should one overlook the fact now so important in the war effort that glycerine-containing compositions are highly resistant to toxic gases which irritate the skin,<sup>17</sup> such as mustard gas. In addition, it must be remembered that in these varied uses glycerine is entirely safe for local application—as witnessed by its decades of employment in dermatology and cosmetics.

#### FORMULAS CONTAINING GLYCERINE

As pointed out by Klauder, Gross and Brown,<sup>11</sup> the application of a simple agent such as hydrous wool fat, glycerine, a bland oil, grease, a cream or a paste, or even talc, may afford some degree of protection and have, therefore, been recommended for this purpose by many writers. However, Klauder and his associates believe that the protective action of such simple agents can be improved by the addition of other ingredients or by a combination of different agents in appropriate vehicles.

The idea of using glycerine in such combinations occurred to the early workers in the field. Thus in 1934, James<sup>18</sup> recommended the use of a pro-

TECTIVE PREPARATION WHICH CONSISTED OF:

	PARTS
Soap flakes, white	7.48
Glycerine	26.40
Sodium silicate	24.20
Tragacanth	0.21
Oil of lemon	0.16
Water	41.60

In Europe in 1935, Curschmann<sup>19</sup> advised equal parts of zinc oxide and olive oil or of eucerin (oxycholesterol) anhydride and glycerine. Other foreign workers have likewise recommended glycerine combinations for preventing occupational dermatoses.<sup>20</sup> Tyler<sup>14</sup> cites a commercial product devised a number of years ago which had the following approximate composition:

	PARTS
Tallow soap	6
Glycerine	28
Sodium silicate solution	19
Water	47

#### ELASTIC FILM PREPARATION

The patent literature has also been a prolific source of glycerine-containing skin-protective preparations.<sup>21</sup> One such, called a "third skin" by its inventor,<sup>22</sup> attracted considerable comment a few years ago. Recommended for gasoline station attendants, auto mechanics, painters and printers, indeed all workers who come in contact with substances that cling and are difficult to remove from the skin, it was claimed that the composition could protect the natural skin for at least eight hours. Yet the elastic film is easily removed by merely washing with water. A typical composition given in the patent is as follows:

Sodium (hard) soap	128 oz.
Waterglass	110 oz.
Glycerine	100 oz.
Potato starch	2 oz.
Distilled water	32 lb.
Cottonseed oil	3 oz.
Perfume	sufficient

#### VANISHING TYPE

At the present time there is a tendency to categorize skin protectives according to type. Among the most popular are products of the vanishing cream type which fill the pores with soap and facilitate the removal of work soil when washing at the end of the day. Glycerine is a standard ingredient of such preparations where it serves not only as an emollient, but also as a hygroscopic plasticizer to assure a non-rolling cream. Typical formulas are readily available. One such consists of:<sup>13</sup>

	PARTS
Stearic acid	10.0
Beeswax	2.0
Petrolatum	4.5
Triethanolamine	1.5
Glycerine	8.0
Water	54.0
Magnesium stearate	20.0

Another protective cream,<sup>14</sup> this of a more creamy type, is made from:

	PARTS
Glyceryl monostearate	20
Glycerine	5
Spermaceti	5
Zinc oxide	10
Water	60

These creams are made in the customary cosmetic manner. When glyceryl monostearate is the emulsifying agent, all of the components are boiled together, stirred to complete emulsification; the stirring continued until cold. For stearate creams, the wax and oil constituents are melted together at about 80 deg. C.; the water, glycerine and alkali are heated together to the same temperature, then mixed and both solutions thoroughly emulsified and stirred until cold. The solid anti-penetrant barrier materials are ground with the creams at room temperature.

#### CREAMS CONTAINING PETROLATUM

Greasy preparations, such as those containing petrolatum, are more resistant to the action of perspiration and water, but are readily removed by soap and water when desired. Here, too, glycerine is a standard ingredient of typical formulas,<sup>14, 23</sup> as in the following example:

	PARTS
Petrolatum	13
Glycerine	5
Talc	20
White chip soap	7
Water	55

Dissolve the soap in warm water and add the glycerine. Work up the talc in the rest of the water and stir thoroughly into the mass, then gradually add the melted petrolatum with constant stirring.

Glycerine is also a frequent constituent of skin protecting products of the so-called general type for use by workers in factories, machine shops and similar conditions where it is desired to prevent grime from becoming imbedded in the skin. The following, suggested by Tyler,<sup>14</sup> is typical of such preparations:

	PARTS
Stearic acid	12
Lanolin	3
Glycerine	6
Potash soap (40%)	5
Magnesium stearate	10
Water	50

More specialized preparations also utilize the several advantageous qualities of glycerine. A case in point is Baiburt's<sup>24</sup> suggestion for the prophylaxis of occupational enamel dermatitis by the pre-work day use of Lasar's ointment containing one per cent menthol and 10 per cent of glycerine. He also recommends washing with water containing hydrochloric acid after working with enamels.



## EMPLOYEES' PRECAUTIONS

At the end of the working day glycerine continues to serve in many useful ways to promote further the skin health of employees. Thus, it has been recommended<sup>25</sup> that workers who handle bichromates (a frequent cause of chromic eczema of lithographers, etc.) thoroughly wash their hands immediately after coming into contact with preparations containing these chemicals. At the end of the day, such work-

ers should dip their hands for one minute into a solution of the following:

Carbolic acid (phenol)	10 drops
Glycerine	3 oz.
Ammonia	1 dram
Methylated spirits	1 oz.
Water	10 oz.

After this dipping the hands should be wiped dry on a paper towel, which should be discarded.

More recently, in a discussion of rules for women in industry Baker<sup>26</sup>

stressed that women's skin is notoriously more sensitive, of finer texture and more open to contact dermatitis and irritations from industrial exposure. He advises that protective skin creams should be used when industrial solvents and even bland dusts come in contact with hands or arms. The so-called winter eczema, he noted, which follows cold weather and frequent hand washing is best combatted by a simple hand lotion, such as glycerine and rose water.

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## Meeting the Powder Base Requisite

POWDER BASES have come to occupy a very definite position in the realm of modern cosmetics, states *Schimmel Briefs*, yet many of the products on the market fail to show qualifications which would make them outstandingly successful.

Perhaps we should first summarize the principal qualifications which should be demanded of a first quality product: It should have satisfactory absorption and good covering ability, adhesive quality and smoothness, the ability to impart to the skin the desired peaches and cream complexion, and of course, be non-irritating to the skin.

The formulation of a powder base should therefore be carefully planned in order to include substances which would insure the above qualifications. For instance, kaolin, magnesium carbonate and magnesium oxide, precipitated chalk, starches, and traces of mineral oils will impart good absorptive powder, while zinc oxide, titanium dioxide, magnesium oxide, barium sulfate and barium carbonate as well as starches, precipitated chalk and kaolin will provide covering qualities.

Adhesive qualities are obtained by additions of magnesium stearate, zinc and calcium stearate, as well as several of the powder bases available on the market under trade names. Talc, zinc and magnesium stearate and precipitated chalk will impart smoothness. The correct dosage of starch and precipitated chalk will give a good skin tone.

### SMOOTHNESS IN POWDER

While smoothness is normally achieved by the addition of suitable quantities of talc, very satisfactory results are also obtained by using precipitated chalk of extreme fineness which will provide the powder not only with great smoothness but

also with good covering powder and absorptive qualities, as well as natural skin tone.

Old recipes included additions of bismuth oxychloride, boric acid, lycopodium and starches in considerable quantity but are nowadays usually avoided. Modern chemistry has provided the industry with superior substances, such as electrolytically treated kaolins, especially fine precipitated chalk and various powder bases consisting of higher fatty acids in combination with stearates, zinc or titanium dioxide, and possibly small quantities of light magnesium carbonate and touches of first quality rice starch.

### RICE STARCH SHUNNED

While rice starch, at least until quite recently, continued to be a constituent of many well known French powders, the industry in other countries shunned its use because of its hygroscopic quality and possible decomposition due to traces remaining in the pores of the skin. On the other hand, carefully prepared precipitated chalks are considered by many as the most satisfactory and commendable constituents of modern face powder, followed by electrolytically treated kaolins produced by osmosis as well as the powder bases of the higher fatty acid type referred to above. When using talc, only the best and whitest grades must be used, which were in pre-war days the French and Italian type. Among the kaolins, osmo-kaolin will of course be the best and would also serve to stretch the contents of zinc oxide or titanium dioxide. Titanium dioxide has a superior covering power which is five times that of zinc oxide, but is heavier and more expensive. From the point of view of dermatology, titanium dioxide is definitely preferable and is thus replacing zinc oxide.

# Opening the South American Market

*Expansion of markets to Cuba and South America is one way of taking care of our service men upon their return as well as instilling in them the hope that builds morale*

by **FREDRIC I. ROWE**

*Manager of Export Division, Shulton, Inc., New York, N. Y.*

**A**FTER TRAVELING some 60 hours by air, stopping in four different Latin American countries, I still say the foreign market has its difficulties. But when those difficulties are surmounted, that market will repay many times over in satisfaction and returns.

When Shulton decided to start an Export Division some time ago, it was obvious that the most practical way to begin was with Mexico, Cuba and gradually the South American countries. It is now generally agreed among foreign trade men in this country that the most complete and satisfactory way to set up trade in another country is for a representative of the company to make a personal visit to that country, to look over the ground, to examine markets and possible business connections.

## **MEXICAN MERCHANDISING**

Mexico was the first stop. Of course, there are two ways to carry on business in a country other than the homeland: either appoint an excellent representative or agent, or to set up a branch office with an experienced manager. In Mexico Shulton selected the former type of operation. With a representative of the highest possible reputation and efficiency, we intend to distribute our merchandise throughout the entire country. These products will be retailed through department and drug stores, as in the United States, as well as in the "parfumeria," a type of store not prevalent in our country. These parfumerias are small stores where only perfumes, toilettries of all kinds and cosmetics are sold. It is of the same classification as the drug store at home, without the drugs.

One of the first observations of Mexico City is the tremendous growth which has taken place here within the past few years. It is really what we know as a "boom town." As a result



Fredric I. Rowe, manager of Export Division of Shulton, Inc. Mr. Rowe was manager of The Sydney Ross Company branch in Peru for three years, and has traveled extensively throughout South America and the West Indies. Previous to joining Shulton, Mr. Rowe was managing editor of *El Farmaceutico*.

of the great industrial growth, population has increased by leaps and bounds. This industrial growth is obvious everywhere. Building is going on at a fast rate. There is a bee-hive activity at every turn.

Merchandising methods follow, to a great extent, those of this country, particularly in department stores. Window displays are of a high quality although unlike at home, full value cannot be derived because at night all windows are covered with big iron shutters. In many cases, manufacturers pay for window displays in the form of free merchandise. However, there is a group who now are trying to eliminate this.

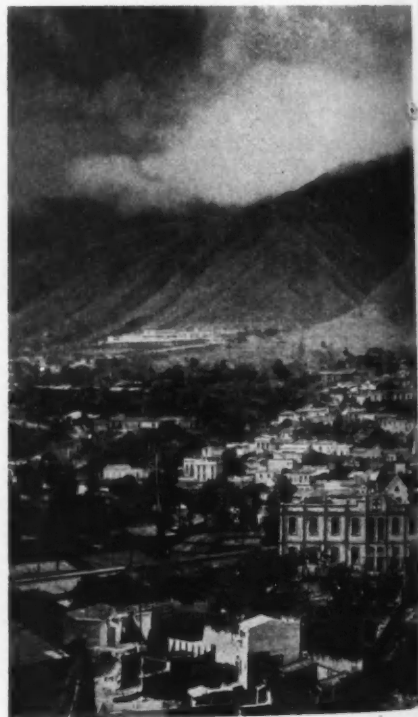
## **ADVERTISING PROBLEM**

Inasmuch as drug stores sell merchandise for which the consumer asks, it is necessary for a manufacturer to

do extensive advertising in available magazines and newspapers. This question of advertising is an important one. It requires extensive financial reserves for advertising is a must to develop a real business. Perhaps the two most important things for a company to do in developing a worthwhile business in any of the Latin American countries are the selection of a top-notch agency and plenty of advertising.

## **OTHER MARKETS SIMILAR**

Much the same circumstances exist in all the countries I visited as in Mexico. Each has its own individual



Caracas, Venezuela. A view of the capital from Calvario

peculiarities but in a general way, merchandising methods are handled in much the same way.

#### CUBAN METHODS

Cuba, the second country I visited, follows closely the customs of Mexico, with the exception of type of advertising. Here greater emphasis will be laid on magazine advertising, because there is a larger selection of that type of media. As for the entire foreign market, emphasis will be laid on fragrance and quality in merchandising of our toiletries, with particular attention given to the Shulton name. This is a slightly different procedure from that followed in the United States where our merchandising has emphasized *trade name* and "atmosphere."

Colombia is one of the most difficult countries in which to work because of the geographical character of the country. Covered with huge mountain ranges, the only quick means of communication is by air. Before aviation became as important as it is today, it was necessary, for instance, to take a river boat in to Bogota. Sometimes that boat would be stuck for many weeks during the dry season. In Venezuela, too, air is of great importance in carrying on business. This has become true in all South American countries.

One of the most interesting and satisfactory things to me personally in my visit to Caracas was the fact that there

is the new Hotel Avila at which to stop. Anyone who has traveled to Caracas in the past well knows the inconveniences necessary before this new hotel was established. Formerly, it was noisy and accommodations were below par, to say the least. The Hotel Avila, on the other hand, has attractive studio apartments for the traveler. Located outside of the city at the foot of the Andes, the service is as magnificent as the view, which proves a delight to the Caracas visitor. The hotel service includes a private car which takes the visitor to and from the city itself.

As in every phase of foreign business, the personal touch has great importance—a personal visit of a manufacturer's representative; personal contacts with those people with whom we are to do business; and surveys conducted within the country. These surveys mean a great deal. Before Shulton began its business in any country, a very comprehensive and thorough survey was conducted in each country. Each product was tested for consumer reaction as to acceptance of odor, package appeal and name, as well as actual use of product. Before any item is distributed in any part of our foreign market, we are confident of its acceptance by the general consumer public.

#### COMPETITION BY FRENCH

At the present time, French companies have a strong hold on the per-

fume bath powder and soap market, although the American manufacturers are recognized as tops in cosmetics and creams. It is natural, then, for Shulton, which has based its success on the promotion of American-made products in the toiletries field, to pioneer in American-made merchandise in the South American market. However, the difference in which it will be handled, with emphasis on odor and quality rather than atmosphere and package appeal, is caused by the fact that the cultural background differs. It is European rather than North American. In Mexico, for instance, there is a strong French and Spanish influence; Cuba is mostly Spanish; Colombia and Venezuela are intermediary between these and the countries farthest south which have great German and Italian influences.

After all, the early American tradition, the basis of Shulton products' promotion in this country, is of interest to all people who live in the United States but the cultural influences of the Latin American countries is so different that merchandising of product must take this into consideration.

#### ADEQUATE FINANCING ESSENTIAL

Again I'd like to stress the fact that to open the South American market for complete satisfaction, it is necessary for a company to have large financial resources. The country must be blanketed with advertising in a very complete manner. Fully cognizant of this fact, Shulton has set aside an important reserve for this advertising as well as for all those necessities which arise when starting operations in a foreign country. As I said, it is filled with many difficulties, but all are surmountable when handled carefully with full knowledge of the hurdles ahead—and with the necessary financial backing.

#### Many Canadian Perfume Items Released

INCLUDED in the release of 500 items previously restricted from manufacture to conserve essential materials by the Canadian Government are scrap aluminum, certain types of structural steel and exports of carbon and alloy steel, wrought iron, grinding balls, with the result that the go-ahead signal has been given to the manufacture of barber shop and beauty shop supplies, machines and equipment—excluding scissors, razors, and clippers—rouge, powder and vanity cases, perfume atomizers, soap dishes, compacts, manicure implements. Thus the out-of-stock season is ended.



Hill. The mountains rise several thousand feet above the city and canopy of clouds roof it overhead

## Short Adages

by R. O'MATTICK

THE NEW YEAR is here and the month of January is for predictions. We are proud of the record of this department. One has only to look at the past issues of THE AMERICAN PERFUMER to know that our private source of information is nothing if he is not Nostradamus.

This column foresaw the African campaign months before it occurred. But we said then that geranium and other oils from Africa would not come in as soon as the Germans went out. This column also predicted the invasion of Italy before it took place. As nearly as we can tell Germany will give up by September 23, 1944.

\* \* \*

Pat Chouli has been trying his hand at making an imitation of oil of Vetivert. "The remarkable thing about Vetivert," according to Pat, "is that a lot of things seem to smell like Vetivert yet nothing smells like Vetivert except Vetivert. Some chemists have been working so hard trying to make a real imitation Vetivert, that it would be simpler for them to go out to Java, fight the Japs there bare handed, overpower them, and bring the roots back with them." Pat certainly lets his thoughts go to extremes when he is thinking about his customers' needs.

\* \* \*

Dr. Rowmaterial's household has a new maid whose rest is always disturbed by having to answer the telephone. The first day she was engaged the phone rang and someone asked, "Is Dr. Rowmaterial at home?"

"Yes," answered Ophelia, "but he isn't the kind of doctor that can do you any good."

\* \* \*

The epidemic of colds has had quite an effect on perfume oil sales, according to Sand L. Wood, who is back from an extended business trip. "I had a cold and one of my best customers had a cold so when we began smelling blotters of this and that at his office, we found we couldn't tell the difference between lilac and lavender. This upset us no end until we discovered that a boy who labeled the samples got them mixed up.

"After we got the samples untangled we agreed that the lavender odor was wonderful and the lilac equally wonderful and my customer ordered several hundred pounds of each and I was so happy that my cold didn't bother me for the rest of the trip."

Yes, Sand, that's good, but we hope

your customer won't cancel the order when he recovers from his cold, or else you'll run up a fever. A happy and prosperous New Year to you anyway.

\* \* \*

Just before that old year of 1943 ended there were quite a number of parties here and there to celebrate the start of 1944. Many of the houses invited their friends and customers to partake of the last bottle of this or that and have a bit of social get-together. Dr. Rowmaterial, who generally is entirely too busy at this time of the year to attend such festivities, what with inventory and a thousand other details, decided he would make the rounds this once to see what it was all about and to get away from all this talk of shortages and post-war and regulations.

\* \* \*

The first party he went to was at the offices of an Essential Oil house, well-known for its hospitality. The last bottle of this-or-that turned out to be more than one case and it was good. The usual joke was made by nearly everyone present that the liquor didn't have the flavors of that particular Essential Oil house as any of the ingredients. Then the talk turned slowly but surely to the question of shortages! Dr. Rowmaterial slipped out without even thanking mine host and went up the street to another party given by one of the paper box firms. Shortage talk again, about cardboard and glue and labor and the Doctor, after sampling the very good beverages, made his exit. Thus, before the day was over, he had been to at least half a dozen of the usual Year-End Parties and found little rest

or relaxation from the year's efforts at any of them.

Weary and yet in no mood to go home, he returned to his factory and entered his old cubicle where he has been blending perfume oils, seeing salesmen, dictating formulas and doing a thousand and one things for over these past 30 years. Everyone had already left the place except the watchman; all hands and minds wanting to get an early start for New Year's Eve. All was peace and quiet here! No talk of shortages, no jangling of phones, no loud voices nor any sort of voices. The Doctor found it very soothing to be in his laboratory from which he had run away that very morning. He actually enjoyed it and was pleased to think that he could like the place so well after all these years! He was on the point of starting a new experiment, but decided against it as it might carry him into the next year. So instead he called over the night watchman to chat. He had known this same watchman-cleaner-and-major-domo for over a quarter of a century; they having practically grown up in the place together. "Tell me, Fred," the Doctor asked, "how are things going with you?" "Well," said Fred, "why complain? But with this war on it's hard to get the right kind of brooms to sweep up the place, and dust-pans that are any good are scarce." "In other words, shortages," said the Doctor, "Yes," said Fred, "that's the very word I was searching for." The Doctor grabbed his hat and coat and ran out.

\* \* \*

But there are no shortages to good wishes for all of us to all of us.





# A Survey of Oil of Myrrh

*Sources and description—physical and chemical properties of myrrh . . . The oil is a valuable perfume ingredient . . . The resinoid myrrh a useful fixative in perfume compounds*

by DR. ERNEST GUENTHER

Chief Research Chemist, Fritzsche Brothers, Inc., New York, N. Y.

**M**YRRH, ALSO CALLED heerabol-myrrh or bitter myrrh, is the gum-resin obtained from several species of *Commiphora* (fam. *Burseraceae*), notably *C. abyssinica* (Berg) Engler, furthermore *C. Schimperi* (Berg) Engler, and *C. myrrha* (Nees) Engler var. *molmol*, Engler. The origin of the tree which yields the commercial gum myrrh is rather confused, the genus *Commiphora* comprising more than 60 species all native to Africa and Arabia.

*Commiphora myrrha* is a small tree, its stunted trunk covered with a whitish-gray bark. The rough branches terminate in spines. It grows in Italian Somaliland, Eritrea, northern Abyssinia and southern Arabia, in the form of dwarfish thickets interspersed among *Acaciae* and *Euphorbiae*.

## SOURCE OF MYRRH

In order to collect the gum, the natives make incisions into the bark so that a yellowish oleoresin exudes. Exposed to the air, it dries, hardens and turns reddish-brown. A considerable proportion of the oleoresin accumulates in the schizogenous secretion reservoirs of the parenchym and exudes spontaneously through fissures or cracks in the bark. The bulk of the drug originates from Italian Somaliland and before the war was shipped to Trieste in Italy, sometimes via Aden.

## CHARACTERISTICS

Underground myrrh consists of rounded irregular tears or masses of agglutinated tears, brownish-yellow or reddish-brown and more or less covered with grayish or yellowish dust. The fracture is waxy, granular; the odor balsamic; the taste aromatic, bitter and acrid. Myrrh yields not less than 30

per cent of alcohol soluble extractive matter and not more than five per cent of acid-insoluble ash. Because of these U. S. Pharmacopoeia specifications, Arabian and Indian dealers in Aden before the war preferred to ship the gum to Europe rather than directly to the United States.

The alcoholic solution after filtration can be concentrated, preferably in vacuo, and yields the so-called "resinoid myrrh," a very viscous mass which, however, is soluble in alcohol and essential oils.

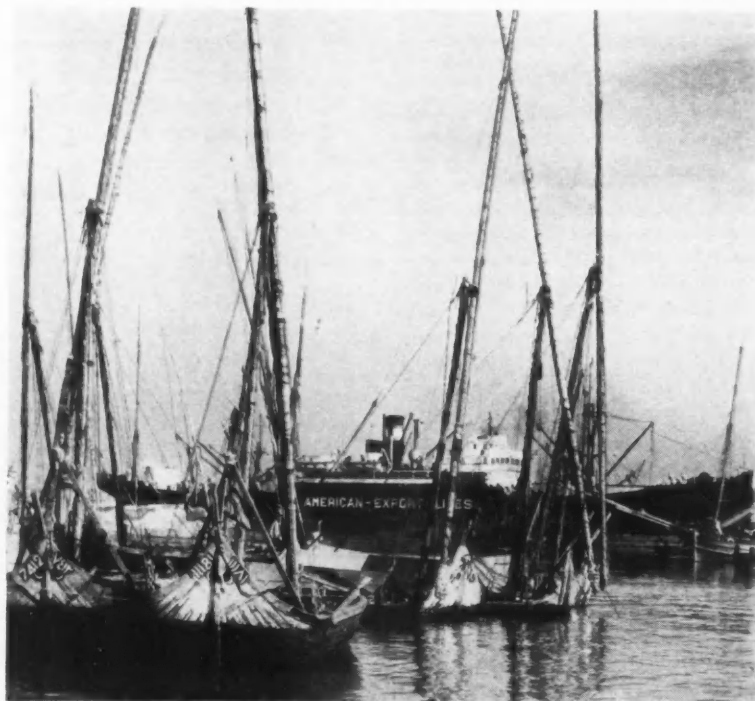
Myrrh is partly soluble also in water and in ether. Triturated with water, it forms an opaque yellowish or whitish emulsion which deposits a heavy precipitate upon standing. The alcoholic

tincture becomes opaque upon addition of water, but without precipitation.

The chemistry of myrrh is little known and rather confusing except for the general facts that it contains about 25 to 45 per cent resin, 30 to 40 per cent gum, and three to eight per cent volatile oil which may be obtained by steam distillation.

It is possible to differentiate heerabol-myrrh from other gums by treating petrol ether extracts with bromine vapors which causes turbidity, a red color and the separation of violet flock in the extract. The same color reaction applies to the volatile oil distilled from the gum.<sup>1</sup>

Since antiquity myrrh has served as a constituent of incense. Therapeu-



Port of Alexandria, Egypt, with old time boats laying at anchor. American ship in background.

<sup>1</sup> Bonastre, *Buchners Repert. f. d. Pharm.* 34 (1830), 293.—Ruickholdt, *Arch. d. Pharm.* 91 (1845), 10.—Bley and Diesel, *Ibid.* 91 (1845), 304.

tic values have been attributed to myrrh, although it is probably not more effective than any other resinous substance. The most important use of gum myrrh today is as an aromatic stimulant in mouth washes.

In the following pages we shall deal with the volatile or essential oil of myrrh as obtained from the crushed gum by steam distillation.

#### PHYSICO-CHEMICAL PROPERTIES

Myrrh oil is a viscous oil of yellowish-brown or greenish color, possessing the characteristic odor of the gum.

According to Gildemeister and Hoffmann,<sup>2</sup> the oil has the following physico-chemical properties:

Specific Gravity at 15° C.	0.988 to 1.024
Optical Rotation	—29° to —93°
Refractive Index at 20° C.	1.5196 to 1.5274
Acid Value	0.8 to 6
Ester Value	16 to 40
Ester Value after Acetylation	32 to 78
Solubility	Soluble in 7 to 10 volumes of 90% alcohol; in a few cases with slight turbidity.

Distilling imported myrrh in our French (Seillans, Var) factory, we obtained yields of oil ranging from six to eight per cent. The oils showed constants which varied between the following limits:

Specific Gravity at 15° C.	0.986 to 1.006
Optical Rotation	—60° 32' to —75° 26'
Refractive Index at 20° C.	1.5188 to 1.5229
Saponification Value	9.3 to 25.2
Solubility at 20° C.	Usually clearly soluble in 7 to 9 volumes of 90% alcohol, in some cases with haziness.

#### CHEMICAL COMPOSITION

The chemistry of heerabol-myrrh oil was investigated by Lewinsohn<sup>3</sup> and almost simultaneously by von Friedrichs.<sup>4</sup> To these two workers we owe most of our present knowledge of the chemical composition of myrrh oil. In recent years Trost and Doro<sup>5</sup> tried to obtain a clearer insight into the constitution of the sesquiterpenes present in the oil.

The following compounds have so far been isolated:

Fractionation over metallic sodium yielded four terpenes,  $C_{10}H_{16}$ , three of which could be identified—

*d-pinene*

*dipentene*

*limonene*

*cuminic aldehyde*

*cinnamic aldehyde*

*eugenol*

*m-cresol*

*cadinene* (?)

*another sesquiterpene*

*heerabolene*

M.p. of the nitrosochloride 103°C.

M.p. of the tetrabromide 124°C.

M.p. of the tetrabromide 104°C.

The nature of the fourth terpene, ( $\alpha_D + 80^\circ$ ; m.p. of the tetrabromide 104°C.; m.p. of the hydrochloride 6°C.) remains unknown.

The oil contains about one per cent of this aromatic aldehyde. M.p. of the oxime 56°C.; m.p. of the semicarbazone 201°C.

Oxidation with  $KMnO_4$  yields cuminic acid, m.p. 114° to 115°C.

Isolated as bisulfite compound.

The oil also contains approximately one per cent of phenols—

About 0.23 per cent; m.p. of the benzoyl compound 69°C.

M.p. of the tribromide 82°C.

The chemistry of a sesquiterpene,  $C_{15}H_{24}$ , present in the oil remains little known—

It has the following constants:

b.p.	163° to 168°
	at 12 mm. pressure
$d_{20}^\circ$	0.926
$[\alpha]_{D^{20}}$	22.75°

The HCl compound (m.p. 115° to 117°C.) is, according to Lewinsohn,<sup>3</sup> probably cadinene dihydrochloride.

B.p. 151° to 154°C. at 15 mm. pressure

$d_{21}^\circ$	0.911
$[\alpha]_D$	+30.4°

It does not seem to be identical with any known sesquiterpene.

The constants of this sesquiterpene are:

b.p.	130° to 136°C. at 16 mm. pressure
$d_{20}^\circ$	0.943
$\alpha_D$	—14° 12'
$n_{D^{20}}$	1.5125

m.p. of the dihydrochloride 98° to 99°C.

The compound seems to be a tricyclic sesquiterpene.

*formic acid*  
*acetic acid*  
*palmitic acid*  
*myrrholic acid*  
 $C_{10}H_{16}O_4$   
 $COOH$

Were found to be present in myrrh oil.

An ester acid; m.p. of the small yellow crystals 236°C.

Trost and Doro<sup>7</sup> isolated from myrrh oil two sesquiterpenes  $C_{15}H_{24}$ , one of them bicyclic (b.p. 88 deg. to 89 deg. C. at one mm. pressure) the other tricyclic (b.p. 94 deg. to 95 deg. C. at one mm. pressure). Ring cleavage of the latter gave a dihydrochloride, while dehydrogenation yielded small quantities of an azulene. Both sesquiterpenes show the typical color reaction of heerabol-myrrh and its volatile oil.

#### EMPLOYMENT OF OIL OF MYRRH

Oil of myrrh is a most valuable ingredient in oriental type perfumes. Its suave balsamic heavy odor blends well with that of opopanax, olibanum, sandal, vetiver, patchouly and geranium.

Resinoid myrrh is a very useful fixative. It possesses an odor similar to that of the oil but less pronounced, imparting strength and lasting tonalities to perfume compounds.

#### British Rate of Licensing Toilet Preparations

IN Great Britain the following will be the rates at which registered manufacturers who receive Board of Trade licenses to manufacture and supply toilet preparations will normally be permitted to supply controlled goods for the period January 1 to June 30, 1944:

1. Registered manufacturers participating in approved concentration schemes will be permitted under license to supply 37½% by value of their supplies of controlled goods of their own manufacture in the standard period; i.e. June 1, 1939, to May 31, 1940.

2. Registered manufactures not in approved concentration schemes will be permitted to supply 16 2/3rds of their supplies of controlled goods of their own manufacture in the standard period.

The above rates of licensing will apply to all controlled toilet preparations including powder. There will be no separate powder licenses. But no registered manufacturer will, as the result of the changed rates of licensing, receive a license proportionately smaller than that which was received during the current restriction period.

Manufacturers will not be required to apply for fresh licenses.

<sup>2</sup> Die Ätherischen Öle, 3rd Ed., Vol. III, 152.

<sup>3</sup> Arch. d. Pharm. 244 (1906), 412.

<sup>4</sup> Ibid. 245 (1907), 432.

<sup>5</sup> Annali di chim. applic. 26 (1936), 126.

<sup>6</sup> Op. cit.

<sup>7</sup> Op. cit.

# Hydrogen Ion Concentration of the Skin\*

*Effect of the acid alkaline balance of the skin upon its susceptibility to various diseases . . . Cosmetic manufacturers have considered this in hair, creams, etc.*

by DR. HERMAN GOODMAN

**H**ISTORICALLY, Unna and Golodetz investigated the reaction of the skin through microchemistry by way of staining reactions with the indicator Nilrot (Nile Red). According to their studies, the entire depth of epidermis is acid with alkaline reaction of the cutis.

Heuss was the first to study the reaction of the surface of the skin. He utilized litmus and reported the acid reaction. Earliest studies of the hydrogen ion concentration of the skin were made by Schmidtman. Sharlit and Scheer and Sharlit and Highman made several investigations and at least one philosophical report on the result. They utilized dye indicators on the alcohol cleansed skin surface (cubital fossa) and reported acid surface (pH of 5.5). The removal of the fat and sweat products from the surface of the skin had no effect according to these observers on the pH of the skin surface. The acidity of the skin surface is held to be a function of the keratin layers.

## ALKALINITY OF BLOOD

Normal blood has a pH between 7.3 and 7.4; i.e., normal slightly alkaline. In folklore, acid, acidity and acid blood are viewed with alarm. Today there is assurance the blood cannot and does not become acid because of the mechanics of the acid-alkaline balance or equilibrium maintained by the blood. The chemical or electro-chemical stability depends upon the presence of "buffer" compounds. These are both organic and inorganic. The most important organic buffers are the proteins with their amino ( $\text{NH}_2$ ) alkaline group combinable with acid, and the carboxyl ( $\text{COOH}$ ) acid group combinable with alkali. The most important inorganic buffer is the carbonic acid-sodium bicarbonate system. The alkaline bicarbonate provides  $\text{CO}_2$  which is eliminated from the body mainly by

the respiratory system. Alkaline phosphate also helps maintain the alkaline reserve.

The original investigation of Unna has been dilated upon. The following is generally accepted:

The closer the layer of the skin covering is to the underlying tissues, the closer does normal pH approximate the pH of the blood. Thus the cutis is more alkaline than the superlying epidermis. The surface of the epidermis and the basal cell layers of the epidermis have lower pH; i. e., are more acid than the deeper portions of the cutis. This has been restated in another study as a constant fall of hydrogen ions toward the depth of the skin; acidity reduced in the lower horny layers; neutrality reached in the Malpighian layers; and the alkalinity of the blood approximated in the cutis. The reaction of the exposed papillary body has been reported as alkaline.

## HUMAN SKIN SURFACE ACID

Memmesheimer in agreement with Sharlit and Scheer found the skin surface to be acid. This acidity was independent of the presence of secretion of sweat or sebum since the results were obtained after removal of these secretions with alcohol.

Schade and Marchionini utilized especially constructed apparatus requiring hydroquinone electrodes. They found the skin surface to have a pH three to five. In their individual opinions this acidity was directly due to the sweat secretion.

## SKIN SURFACE OF ANIMALS

The skin surface of animals other than humans is reputedly alkaline.

The skin secretion of the horse always tends toward pH between six and seven. It should be recalled the studies of Schiefferdecker revealed the predominance of apocrine glands in the skin of most mammals, and the predominance of man's eccrine glands.

The surface of the human skin has an "acid cloak." Its pH is given as 5.3. The acid pH of the surface of the skin is held to be produced by the acid concentration following evaporation of the secretion of the eccrine glands. Variation from the acid pH of the skin surface depends upon character and amount of eccrine glandular sweat; character and amount of insensible watery perspiration; prevention of evaporation of eccrine sweat resulting in alkaline ammoniacal distintegration; character and amount of sensible and insensible product from the so-called oil glands since the normal secretion of these apocrine glands is normally weakly acid or neutral but may undergo alkaline decomposition during evaporation. The presence or absence of the keratin surface, the character of the underlying layers of skin and the electro-chemistry of the environment also determine variation from the acid pH of the skin surface. Excess production of sweat or hyperhidrosis also influences the surface pH. The pH of the surface of the skin is more alkaline in skin conditions retarding the evaporation of perspiration in normal skin, by adhesive coverings, or multiple layers of clothing. The pH is more alkaline and variable in certain pathological states. However, all investigators are agreed the pH of the surface of the normal skin is not fixed for all of the skin covering in one person; nor for the same area of skin in different individuals; nor in the same area of the skin for the same individual at different times. Published results indicate that among the areas of skin normally weakly acid, neutral, or slightly alkaline are scalp of infants and children and certain areas of the sole.

## VARIATIONS OF SKIN ACIDITY

The pH of the skin surface has been estimated for adult males and females and for boys and girls between 3-14 years of age. The exposed areas of the

\* Reprinted in part from *The Urologic and Cutaneous Review*.

skin have given valuation of pH from four to seven, mostly 4.2 to 5.6. Adult females varied more from individual to individual than did the males. The adult females gave a pH value 0.5 higher than the males. The female children gave 0.2 to 0.3 higher than the male children. The causes suggested for the higher pH (closer to alkaline) of female skin than male skin have been greater utilization of applications of soap, cosmetic lotions and creams and the influence of the menstrual cycle. The extensor surface of the arms was more alkaline (pH 5.3) than the corresponding flexor surface (pH 5.1). The anti-cubital area was the most acid area on the arm. The value for the groin was pH 5.7; for the axilla 5.8; for the fourth interdigital space of the foot 6.5.

Lustig and Perutz utilized a very indirect method to determine the pH of the surface of the skin of various areas of 10 persons (two girls—aged 16 and 18; two youths—aged 19 and 20; one male of 28 years; another male of 44 years; and four other persons aged 23 to 25 years). These authors presented seven tables, one for each of the six persons described briefly above, and one other not mentioned in the text—the other four had similar results. pH findings were given for a number of skin areas under following conditions: directly after soap and water washing, 30 minutes after soap and water washing and after benzine applications. These seven tables have been rearranged herewith. The direct readings are given for each area of skin reported by Lustig and Perutz.

#### RESISTANCE TO BACTERIA

The normal acid pH of the outer surface of the skin is held to assist the skin to resist many types of invading organisms, since these require a neutral or alkaline media for growth. A reaction toward alkalinity of the skin covering causes coagulation of the colloids of the keratin layers reducing their stability and resistance to infection. The alkaline reaction is held to favor the micro-spore infections of the scalp of children and certain areas of the sole.

Pillsbury and Shaffer (*Arch. of Derm. and Syph.*, 39:253, 1939) in their paper: "Cutaneous Reaction With Reference to the Surface pH, The Reaction to Ointments and Solutions of Different pH and the Effect of the Skin in Modifying the pH of Applied Solutions" report on the hydrogen ion concentration of cutaneous portions of various parts of the body of 20 patients with normal skin. They note variation as high as two for pH of cutaneous surface of similar portions of the body in

Table "A"

SEX	AGE	FORE-HEAD	RIGHT CHEEK	LEFT CHEEK	RIGHT PALM	LEFT PALM	CHEST	RIGHT SOLE	LEFT SOLE	LOWER ARM FLEXOR	LOWER ARM EX. TENSOR
♀	16	5.3	5.6	5.7	5.3	5.3	...	...	...	...	...
♀	18	5.3	5.9	5.8	5.5	5.7	...	...	...	...	...
♂	19	5.3	5.3	5.4	5.3	5.1	5.3	6.6	6.7	...	...
♂	20	5.1	4.9	5.1	5.3	5.1	6.8	...	...	...	...
♂	28	5.2	5.4	5.3	5.9	5.8	5.5	6.2	6.3	...	...
♂	44	5.1	5.9	5.8	5.8	5.9	6.2	6.9	6.6	5.5	5.5
♂	25	5.2	5.3	5.5	5.1	5.2	5.3	...	...	...	...
Average		5.2	5.4	5.5	5.4	5.4	5.8	6.6	6.5	...	...

Table "B"

SEX	AGE	FORE-HEAD	RIGHT CHEEK	LEFT CHEEK	RIGHT PALM	LEFT PALM	CHEST	RIGHT SOLE	LEFT SOLE	LOWER ARM FLEXOR	LOWER ARM EX. TENSOR
♀	16	6.1	6.0	5.8	6.1	6.1	...	...	...	...	...
♀	18	6.2	6.2	6.1	6.5	6.3	...	...	...	...	...
♂	19	5.3	5.9	5.5	6.3	5.8	φ	φ	φ	...	...
♂	20	5.4	5.4	5.8	6.2	6.2	φ	φ	φ	...	...
♂	28	5.8	5.9	5.8	5.9	5.6	φ	φ	φ	...	...
♂	44	5.3	5.8	5.7	5.5	5.5	φ	φ	φ	...	...
Average		5.6	5.8	5.7	6.0	5.9	φ	...	...	...	...

φ means inconstant or fluctuating.

After washing same sites as in Table A, with soap and water and rinsing immediately with water.

different persons. The average values for the extensor and flexor surfaces of forearms were lowest, being pH 5.3 and 5.1 respectively. The flexor surface of the index finger had a higher value, an average of 5.4. The fourth interdigital space of the foot gave the highest pH value, 6.5. Notes were made on each subject concerning excessive sweating, seborrheic oiliness of the skin, ichthyosis and maceration between the toes. No correlation between any of these factors, with the exception of maceration, and the pH of the cutaneous surface was noted. When that factor was present, the surface was always more alkaline.

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The surface fluid influencing the pH of the skin surface, Sharlit and Scheer notwithstanding, probably depends upon the secretions of insensible perspiration, coil gland (eccrine gland), sebaceous gland and mixed (apocrine gland). The interreaction of the eccrine and apocrine glands and the influence of each individually, and the sum total of their products on the skin surface remain a field for speculation. For the purposes of this discussion it seems best to consider the product of the apocrine gland or modified sebaceous gland as an alkaline fatty soap—chemically bound fatty acid fat and fat-like product with univalent and polyvalent alkalies. The univalent soap is water soluble; the polyvalent soap is water insoluble.

#### COIL GLAND SECRETION MISNOMER

It should be recalled the terminus of the coil gland exit duct lies at the border of the epidermis and dermis. The channeling between the cells of the epidermis permits the secretion to reach the surface. The surface exit between cells of the outermost horny layer permits coil gland secretion, accumulated intercellular waste and exogenous environmental contact material to meet. Calling this mixture coil gland secretion is an error.

The acidity of the skin surface—pH from three to five depends upon sweat secretion. Sharlit and Scheer and Sharlit and Highman are of the contrary opinion.

The following observation of Pachur may help solve the problem. Patients with healthy skin revealed 0.4 to 0.48 mg. of fat content on four sq. cm. of forehead skin surface. This amount was higher for the age of puberty and lower in old people.

(Continued in February issue)



# Sales of Cosmetics Show Definite Trends

*A good product effectively advertised and publicized shows tremendous increase in sales . . . Advertising and publicity are necessary but the most essential is a good product*

**TRENDS IN THE USE** of cosmetics are just as pronounced as in other styling. To illustrate—in the short space of a year cake make-up has shown an amazing increase in usage, according to the table below compiled by the Fawcett Reader Forum:

	PER CENT	
	1943	1942
Tinted cream	38.3	40.3
Cake	37.2	19.1
Liquid	15.8	11.7
Vanishing cream	15.2	17.5
Hand lotion	7.4	8.6
Stick	6.9	11.7
Texture cream	1.2	2.2
All others	0.8	11.1

Other changes and trends in the use of various types of make-up, shades, and accessories are revealed from readers of Fawcett Women's Group to parallel actual circulation of the magazines in population groups.

## POWDER

American women show a general preference for face powder of the Rachel shade with a percentage of 25.3, according to the survey. Other shades:

	PER CENT
Peach	15.6
Natural	14.0
Brunette	12.4
Tan	6.5
Dark Peach	6.5
Golden Rachel	6.0
Light Rachel	4.9
Rosy Tan	4.0
Dark Rachel	0.8
All others	7.8

Figures show that 88 per cent of the women interviewed wear the same shade of powder in the evening as they wear in the daytime. The remaining 12 per cent vary the shade for evening.

The number of women using the same shade of powder in the summer as in the winter is 53 per cent compared with 47 per cent who change their powder shade with the season.

Forty-three per cent of the women who participated in the survey select their face powder shade to match their skin tone while exactly the same percentage select a shade slightly darker than skin tone. Only 14 per cent choose a shade lighter than the natural tone of the skin.

## LIPSTICK

In selecting lipstick shades 86 per cent of the readers questioned choose a shade to match their skin coloring. Eleven per cent prefer to match lipstick with nail polish and 11 per cent select a color to harmonize with clothing.

According to the survey, 30 per cent of the readers own two lipsticks while 26 per cent have only one. Approximately 44 per cent own four or more. In applying lipstick only 16 per cent of the readers use a lipstick brush.

Shade preferences in rouge and lipstick, according to the survey, are as follows:

	PER CENT	
	ROUGE	LIPSTICK
True Red (medium)	28.8	31.0
Blue Red (bright)	17.9	19.8
Pink Red (light)	9.7	5.3
Orange Red	9.3	6.7
Natural	6.6	5.2
Dark Red	6.6	13.2
Brown Red	1.8	2.8
All others	20.1	16.9

## MAKE-UP ANALYSES

Personal make-up analyses have been utilized by only 20 per cent of the readers questioned.

In answer to the question "Do you carry a compact in your purse?," 87 per cent of the women questioned replied "Yes." Seventy-nine per cent of these use compact holding powder only and 95 per cent of the compacts are of the loose powder type.

An interesting trend shown by comparing figures for 1943 and 1942 is the marked decrease in five and ten cent store purchases of all cosmetic items, and a corresponding increase in drug and department store patronage, with the former slightly favored.

Ages of the readers range from under 18, 18.8 per cent; 18 to 24 years, 44.1 per cent; 25 to 29, 17.8; 30-34, 8.4; 35 to 39, 5.2; and 40 and over, 5.7.

Thirty-three per cent of the women questioned were housewives and 25 per cent were clerical workers. The remaining 42 per cent included students, skilled and unskilled labor and professional women.

	Use Per Cent		When Used Per Cent		Type Per Cent				Where Purchased Per Cent			
	YES	NO	ALL THE TIME	ONLY ON SPECIAL OCCASIONS	CREAM	CAKE	LIQUID	OTHERS	DRUG STORE	DEPARTMENT STORE	5c & 10c STORE	OTHERS
PREPARATIONS												
Foundation base	72.2	27.8	67.8	32.2	54.7	37.2	23.2	7.7	41.9	38.0	30.4	12.4
Face powder	94.7	5.3	...	...	...	...	...	...	38.4	30.2	26.4	8.3
Rouge	78.9	21.1	67.6	32.4	16.9	88.0	0.4	...	35.7	28.3	28.6	10.0
Lipstick	98.8	1.2	...	...	...	...	...	...	35.7	28.2	27.1	9.0
Mascara	54.2	...	28.2	71.8	35.5	62.9	5.6	...	19.8	12.8	64.6	4.2
Eyebrow Pencil	39.0	36.6	...	...	...	...	...	...	17.7	13.2	68.5	1.4
Eye shadow	14.7	...	14.5	85.5	...	...	...	...	18.4	17.6	62.4	3.2
Eyewash or lotion	35.8	64.2	...	...	...	...	...	...	...	...	...	...

# Packaging

## PORTFOLIO



SALLY VICTOR



ELIZABETH RAE



POND'S



BABANI



WOODBURY



FRANCES DENNEY



COURIELLI



KOPAL

SALLY VICTOR: A new fragrance, Private Stock, makes its debut in a one-ounce bottle which rests on a black-enamelled wooden base. The bottle-top and cover are also made of wood. The labels and decorative satin ribbons are cerise in color.

ELIZABETH RAE: Skin-Dew, a cream wash to be used in place of soap and water, contains lanolin plus citrus oils—lemon, orange and grapefruit. Face-Rest is an opaque liquid masque made with herbs designed to relieve facial tension.

POND'S: Left: Cold Cream jar wears a metal out-for-the-duration cap. Right: the new war-cap of pressed fiberboard.

BABANI: Elusive concentrated cologne now joins the already established perfume and cologne. The glass bottle with a plastic cap is hand-painted in gold.

WOODBURY: A new protective Hand Cream makes its debut in a generous-sized jar with fiberboard cap. The cream is non-greasy, non-alkaline and quick-vanishing.

FRANCIS DENNEY: Throat and Neck Blend is a new cream designed to stimulate sagging muscles. The preparation is available in medium and large-sized jars.

COURIELLI: Moonlight Mist Perfume Powder is launched in a porcelain blue apothecary jar which may be used for other purposes when emptied. The dry fragrance, for use directly on the skin, is adaptable for the conventional sachet.

KOPAL: In the November issue the new war-time package for the cosmetic for the teeth was described as a set-up box. This was an error; the package is a folding carton to conserve needed paper.



ANITA OF PARIS



MILKMAID



JERGENS



HELEN LIEBERT



COURIELLI



HENRIETTE



DERMETICS

ANITA OF PARIS: New line includes Wild Flowers Eau de Toilette and Perfume, Lavender Eau de Cologne and The Queen's Own Eau de Toilette and Face Lotion. Items are packaged separately or in sets in simulated suede boxes.

MILKMAID: Petticoat sequence includes sachets of white satin and a blended floral toilet water packaged separately or in combination set. Each item is held in a floral sprigged box resting on blue and white scalloped base.

JERGENS: Morning Glory Cream Cologne—a new version of an established fragrance in a delicate pink creamy edition.

HELEN LIEBERT: A new Concentrated Mouth Freshener contains 31 per cent alcohol. Maker's name and trade-mark are colorfully stencilled on bottle.

COURIELLI: Day and Night Emulsion, a new cleanser of white creamy-lotion consistency is also designed to smooth all chapped or roughened skin areas. Emulsion is offered in an attractive bottle bearing the maker's coat-of-arms.

HENRIETTE: A gay little taffeta bow tops a square taffeta compact, which may be had in pink and blue. Another interesting item is the Army, Navy and Marine compact in colors of each branch.

DERMETICS: Filmtexon, an all-weather protective base containing hydronized oils, available in four sizes.

HELEN LIEBERT: A delicately scented hand lotion makes its debut in a tall frosted bottle lettered in gold. Outer package is white tissue with top and bottom sealed with gold paper labels.



HELEN LIEBERT



## Prevention of Autoxidative Rancidity in Fats and Oils\*

*Spontaneous interaction of atmospheric oxygen with oil produces rancidity . . . Contrasts between vegetable and animal oils during autoxidation . . . Classification of antioxidants*

by ERICH BOEHM, Ph.D., and REGINALD WILLIAMS, Ph.D.

**T**HE MOST IMPORTANT and most interesting form of rancidity is that produced by the spontaneous interaction of atmospheric oxygen with an oil. This type of rancidity arises from oxidation processes which take place primarily at the unsaturated centers of the different components of the oil. It is characterized by a loss of palatability due to deterioration in taste and odor; furthermore, recent investigations have shown that there is an accompanying decrease in the vitamin potency of the oil.

These oxidation processes are autocatalytic in nature, an initial slow period at almost constant velocity being followed by a period of comparatively rapid reaction.

A more comprehensive interpretation is that advanced by Christiansen, whereby the oxidation process is visualized as a chain reaction.

Inhibitors function by breaking these reaction chains when they collide with highly energized peroxide molecules; activated inhibitor molecules thus formed may or may not be subsequently oxidized but in any case they fail to activate further molecules of the autoxidizing substance.

### NATURAL ANTIOXIDANTS

Certain features displayed by vegetable oils during autoxidative processes contrast markedly with those of animal

oils. The former oxidize with a less well-defined induction period. Furthermore, the point at which organoleptic rancidity occurs in an animal oil coincides with the rapid increase in peroxide formation, whereas vegetable oils exhibit organoleptic rancidity a considerable time before the rapid accumulation of peroxides. These characteristic differences are due to the presence of natural antioxidants in vegetable oils.

These natural antioxygens, to which the terms "inhibitors" was ascribed, were found to be effective antioxidants for animal fats, purified fatty acids and esters, but they failed to show any antioxygenic activity even when added in relatively large amounts to vegetable oils.

### CONSTITUENTS OF RED OIL

A wide variety of vegetable oils constitute a source of vitamin E. The isolation of this vitamin by Emerson and the demonstration of its antioxidant activity led to the conclusion that some if not most of the activity of the inhibitors was attributable to the different tocopherols which are claimed to have vitamin E activities. Later, Golumbic isolated a red liquid fraction from certain autoxidizing vegetable fats by chromatographic adsorption. This fraction, which was quite distinct from the tocopherols, was found to exhibit antioxidant properties.

Consideration of the chemical prop-

erties and reactions of this red oil indicated that its constituents were probably chroman-5:6-quinones, which possibly occurred in the original vegetable fat as colorless quinol forms. This was followed by the discovery that the induction periods of vegetable fats were made up of two parts. In the first tocopherols inhibit the autoxidation and at the same time chroman-5:6-quinones accumulate in the substrate. Then, as the tocopherols disappear, the autoxidation is inhibited by the chroman-5:6-quinones. By comparing the rates of these two reactions it was found that the tocopherols disappeared much more rapidly than the quinoid compounds and that the complete disappearance of the latter compounds coincided with the rapid increase in peroxide formation, though the fat was organoleptically rancid a considerable time before this. The successive action of these two types of natural antioxidants coupled with the slow rate of change of the chroman-5:6-quinones explains the absence of well-defined induction periods in vegetable fats.

### ANTIOXIDANTS CLASSIFIED

Our knowledge of the intricacies underlying the synergistic action displayed by certain combinations of antioxidants is also increasing. This action was first discovered by Olcott and Matill in 1936. From an examination of

(Turn to page 53)

\* Reprinted from *Pharm. J.* 151, 163-64, 1943.





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the antioxidant activities of a large number of chemical substances in different fat substrates, they suggest a tentative classification of antioxidants.

1. Acid type, which includes some inorganic acids, e.g., phosphoric and sulphuric acids and also certain organic acids in which the carboxylic group is activated by the close proximity of a second carboxylic group, a carbonyl group or an hydroxyl group—effective antioxidants for vegetable oils and their crude esters.

2. Inhibitors and hydroquinone—inhibit the oxidation of distilled esters of vegetable oils, lard, esters of lard, distilled fatty acids and esters.

3. Phenolic type—which are effective antioxidants for animal and vegetable oils.

#### SYNERGISTIC EFFECT

An antioxidant of Class 1 when used in conjunction with one from Class 2 or Class 3 was found to prolong the induction periods of animal fats to a much greater extent than would have been expected from a summation of the effects of each used alone. This remarkable increase in antioxygenic activity has been since referred to as the "synergistic effect." In 1942 Golumbic postulated that when quinones or hydroquinones are added to autoxidizing fats an equilibrium quinone-hydroquinone is established. Addition of phosphoric acid to such a system shifts the equilibrium to the right; this explains the synergism shown by quinone and phosphoric acid and by hydroquinone and phosphoric acid. Tocopherols on oxidation give tocophenones which on reduction yield tocophenols. In the presence of mineral acid; e.g., phosphoric, these latter compounds cyclize regenerating tocopherols. This cycle of changes together with the inhibiting action of phosphoric acid on the oxidation of tocopherol itself, provides adequate explanation for the synergism displayed by mixtures of tocopherols and phosphoric acid. The increased antioxygenic activity produced by the addition of cephalin to a-tocopherol has been ascribed to promoter action. It would, therefore, seem that the mechanisms associated with this synergistic action are specific for each combination.

#### SYNTHETIC ANTIOXIDANTS

A wide variety of chemical substances is known to possess different degrees of antioxygenic activity, e.g., certain inorganic acids, phenols, substituted aromatic amines, aliphatic acids, etc. Of the phenols, hydroquinone, catechol, pyrogallol and 1:2:4-hydroxyhydroquinone, are perhaps the best known. It is well known that

phenol, resorcinol and phloro-glucinol show no marked antioxygenic activity.

#### NORMAL PROPYL GALLATE

In a recent publication we have demonstrated that normal propyl gallate (Nipa 49) almost completely fulfills these requirements, and in addition we have shown that it possesses marked antioxygenic activity in a wide variety of animal and vegetable fats; e.g., arachis oil, cod-liver oil, lard, suet, bacon fat, linseed oil, soya bean oil, coconut oil, sweet oil, almond oil, palm oil and cottonseed oil. The preliminary pharmacological tests carried out on the ester in the Pharmacological Laboratories of the College of the Pharmaceutical Society promise favorable results, and there is every indication that this substance will prove a valuable antioxidant for pharmaceutical purposes.

## Stability of Aldehydes in Perfuming Soaps

THE FREQUENT disappointments attending the use of aldehydes in perfuming soap are, of course, due to the fact that many aldehydes are not stable under the influence of light, air, and alkali. It is difficult to put up a definite rule governing their use and, in fact, most of the knowledge gained on the subject has to be acquired by practical working and experimentation. Some experiences are related herewith by Schimmel & Co. in its *Briefs*.

#### CITRAL AND CITRONELLAL

The two related aldehydes, citral and citronellal, for instance, have totally different reactions in soap. While citronellal is relatively stable even in cold process soaps, citral and even lemon oil, which contains a maximum of four per cent citral, are affected during the saponification process. As a result the successful composition of an eau de cologne perfume for soaps is not easy. Referring further to lemon oil, certain other of its characteristic ingredients such as octyl and nonyl aldehyde, which are especially pronounced in the Italian variety, are also affected upon saponification. An addition of benzyl salicylate reduces to some extent the detrimental action of alkali and has often been used successfully. Another point to observe when using lemon oil in soap perfuming is the fact that its odor may well suffer in the presence of terpinyl acetate, geranyl acetate or linalyl acetate. It is quite possible that partial cleavage of these esters is apt to take place and the citronellal present may well be transformed into isopulegol and mentone under the catalytic influence of the free acids thus

#### USES OF SYNTHETIC ANTIOXIDANTS

These synthetic antioxidants find application in as widely different industries as the manufacture of soap and the making of rubber. If an antioxidant is to be incorporated in pharmaceutical or medical preparations, in addition to being an effective inhibitor, it should be nearly neutral in reaction; odorless and tasteless; without effect on the color of the preparation; easily and completely soluble in oils so that concentrated solutions can be prepared for dilution as desired, and pharmacologically safe and harmless.

This fact seems to indicate that, for the compound to exhibit antioxidant activity, not only must there be more than one hydroxyl group linked directly with the aromatic nucleus, but also the relative positions of these substituent groups must play an important role.

produced. As an antidote, methyl anthranilate is often beneficial due to its weak alkaline reaction which neutralizes the small quantity of liberated acids.

Hydroxy citronellal is also not necessarily stable in soaps and in its place the use of the more stable acetals should be taken into consideration. As hydroxy citronellal easily oxidizes in the presence of certain materials, such as oils high in pinene content, forming oxy-citronellal acids, its use in combination with such products must be avoided. Often the addition of anti-oxidants, such as oil linaloe, oil spike lavender and geranium oil which have a high content of terpene alcohols, gives very satisfactory results.

Vanillin, which is of course very effective because of its fixative and other qualities, discolors quickly under the influence of light, ultra violet rays of 1000 to 4000 Å units being particularly destructive. A simpler and often sufficiently effective procedure is to wrap the soaps in paper or cellophane impervious to the rays of this wave length. A still more satisfactory method is to avoid much of this discoloration by the use of ethyl vanillin of which considerably less can be used because of its greater odoriferous effectiveness. The sensitivity of vanillin toward light is not only connected with the aldehyde group, but is likewise observed in phenols. As a consequence, phenols such as eugenol, isoeugenol and oils of high phenol content such as cinnamon oil, oil of cloves, oil thyme, and oil origanum, which of course contain eugenol, thymol or carvacrol, have the tendency to discolor and should be

used in soap perfumery with caution. Vanillin does not only discolor under the influence of light but in addition its odor is affected.

This, however, is not true of heliotropin, the odor of which does not suffer in any way even upon discoloration. This is naturally of importance as it permits the use of heliotropin in the composition of suitably colored soaps without detrimental effect upon the odoriferous value. Certain other combinations with heliotropin are, however, very dangerous, for instance in combination with methyl anthranilate or indol or with oils containing such materials. Such combinations will in due time produce a definite tarry note and should under all circumstances be avoided. Furthermore, heating heliotropin above its melting point (35 to 36 deg C.) detrimentally affects the quality of the product as well as its color. Heliotropin should, therefore, preferably be used in solutions of diethyl phthalate or benzyl benzoate. The use of heliocrete, which is four times stronger than heliotropin and of considerably greater stability, obviates many of these difficulties and this product has been steadily replacing heliotropin in many successful compositions. Incidentally, a very satisfactory yet simple aid against the discoloration of alcoholic heliotropin solutions is an addition of approximately .5 per cent gum arabic.

#### ANISIC ALDEHYDE

Anisic aldehyde oxidizes quickly in contact with air under formation of anisic acid which is practically odorless. This is unfortunate, particularly so as this oxidation is especially noticeable on the surface. That is to say, in the case of a soap containing a perfume high in anisic aldehyde content, although upon actual use the anisic aldehyde present within the soap which has not had the opportunity to oxidize will be apparent, the soap on first inspection will appear definitely deficient in odor due to the fact that the surface content of anisic aldehyde has oxidized, and the soap will thereby lose its sales appeal. This oxidation can well be retarded by the addition of small quantities of terpene alcohols such as citronellol, geraniol or perhaps phenyl-ethyl alcohol.

Also, as in the case of heliotropin and heliocrete, science has perfected another improved product, crataegone, which is very similar to anisic aldehyde, reproducing to perfection the odor of the flowering hawthorne and absolutely stable under the influence of light, and retaining its delicious odor even under prolonged and severe storage conditions.

## Establishing Contacts in the Middle East

by MAURICE HARMALIN, Cairo\*

MANY NEW and important events have happened within the past eight months which have brought their influence to bear on the future conduct of the war. One does not need to be a brilliant strategist to understand that we have made a great step forward at last, and that the first faint glimmers of that peace for which we have all made personal sacrifices in varying degree are now already apparent on the political horizon. Merchants in the East, no less realistic than fatalistic, are wasting no time in preparing for post-war commerce. Nothing of this kind is premature. Whatever changes take place henceforth, one feels assured that the general situation will continue to improve. The time is now assuredly ripe to consider all possible post-war arrangements and to plan one's re-entry into the various foreign markets—markets that will doubtless have other potential sellers ready to do business with them on the spot.

Manufacturers in Great Britain must and will find a leading place in the Perfumery markets of the Middle East, if they start planning now to reorganize their hitherto defective marketing methods, and if they will also make sure of adapting their productions to the actual requirements of the markets involved.

May I, from a long experience of perfumery marketing in this territory, offer a few brief words of advice on this subject of reorganization. First of all, it is far too common a practice, among the whole range of Eastern selling agents, to become overloaded with four, five or more mutually competitive accounts. It is, or should be, quite obvious that this sort of representation is unsatisfactory. Such arrangements were originally made either because the local representatives had made a good name by selling other lines, or simply because the manufacturer was too complacent to experiment in alternative directions. Be this as it may, the sharing of your representative with various other competitive perfumery houses is fundamentally incorrect, and cannot prove as efficient in the long run as properly specialized representation.

It is likewise unsatisfactory for a firm of manufacturing chemists or perfumers to be represented by a house—however important or well-connected—that also represents such miscellaneous requirements as wines and spirits, millinery, sardines and radios.

To come to terms with an agent who

is rarely, if ever, "on the spot" in the actual territory that it is desired to cover, is similarly absurd—yet unfortunately this, too, has been far too common a policy in the past.

In my considered view, preference should always be given to the kind of agent who combines the function of Representative and Distributor. Experience has long demonstrated the value of coming to terms with one's clients on the spot and providing them with stock without undue delay—instead of drawing stock from some central headquarters, which may be many miles away, or—worse still—indenting from the factory itself.

#### AGENTS OR RACKETEERS

Now is also the time for reviewing the ethical standing of all agents, in the Middle East and elsewhere. I could personally cite a large number of instances of black market operations and of price-raising activities that can only redound disadvantageously to the manufacturers who originally supplied the goods. A popular French perfume, for example, was originally sold at 5s. per vial; but since the war, with the value of such stocks so tremendously increased, the local representative has been selling this same perfume, direct to the public, at 90s. Of course, there are price limits in existence, but these have by no means prevented this type of unethical trading, although in some directions they have certainly exerted a modifying influence.

Agents who have thus sullied their own reputation and compromised that of their principals no longer deserve to be included on the list of Representatives of British Houses in the Middle East.

From what I have written, readers will readily comprehend that preliminary reorganization for post-war activities in these markets is not such an easy matter as one might at first be led to believe. Furthermore, delay in opening up negotiations may well result in the manufacturer being overtaken by forthcoming events—especially as three or four months can rapidly pass during the initial stages of correspondence. The moral, therefore, is to select or re-contact your Agent *now*!

Despite the grievous blows and shocks suffered by the perfumery trade since the outbreak of war, business in this field is bound to experience a very rapid revival—at least in the Middle Eastern markets. Is it necessary that British manufacturers should be the last to realize the truth of this?

\*Reprinted from SPC, XVI, No. 11, p. 642.



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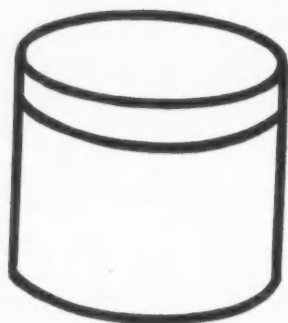
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*For Government and Essential Civilian Needs.*

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U.S.P.

MADE FROM DOMESTIC RAW



# MATERIALS TO *Givaudan* HIGH QUALITY STANDARDS

In these days when good health is not only good sense but also a patriotic duty, the high bactericidal and fungicidal efficiency of THYMOL is proving a valuable aid in maintaining good health on the war and home fronts.

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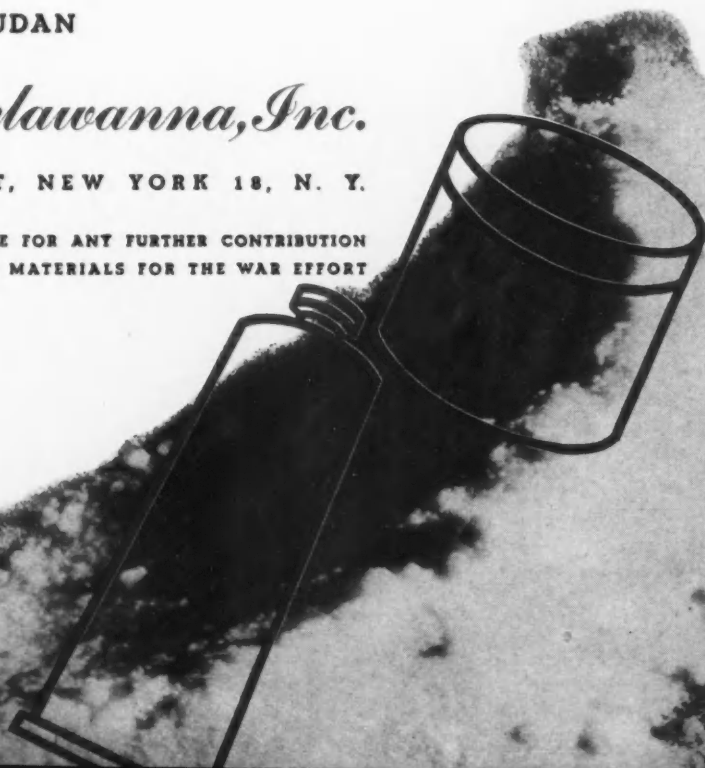
At a time when the demand is for both *quality* and *quantity*, Givaudan is proud to be able to supply a THYMOL (U.S.P.) to fill essential needs.

**BUY WISELY...BUY GIVAUDAN**

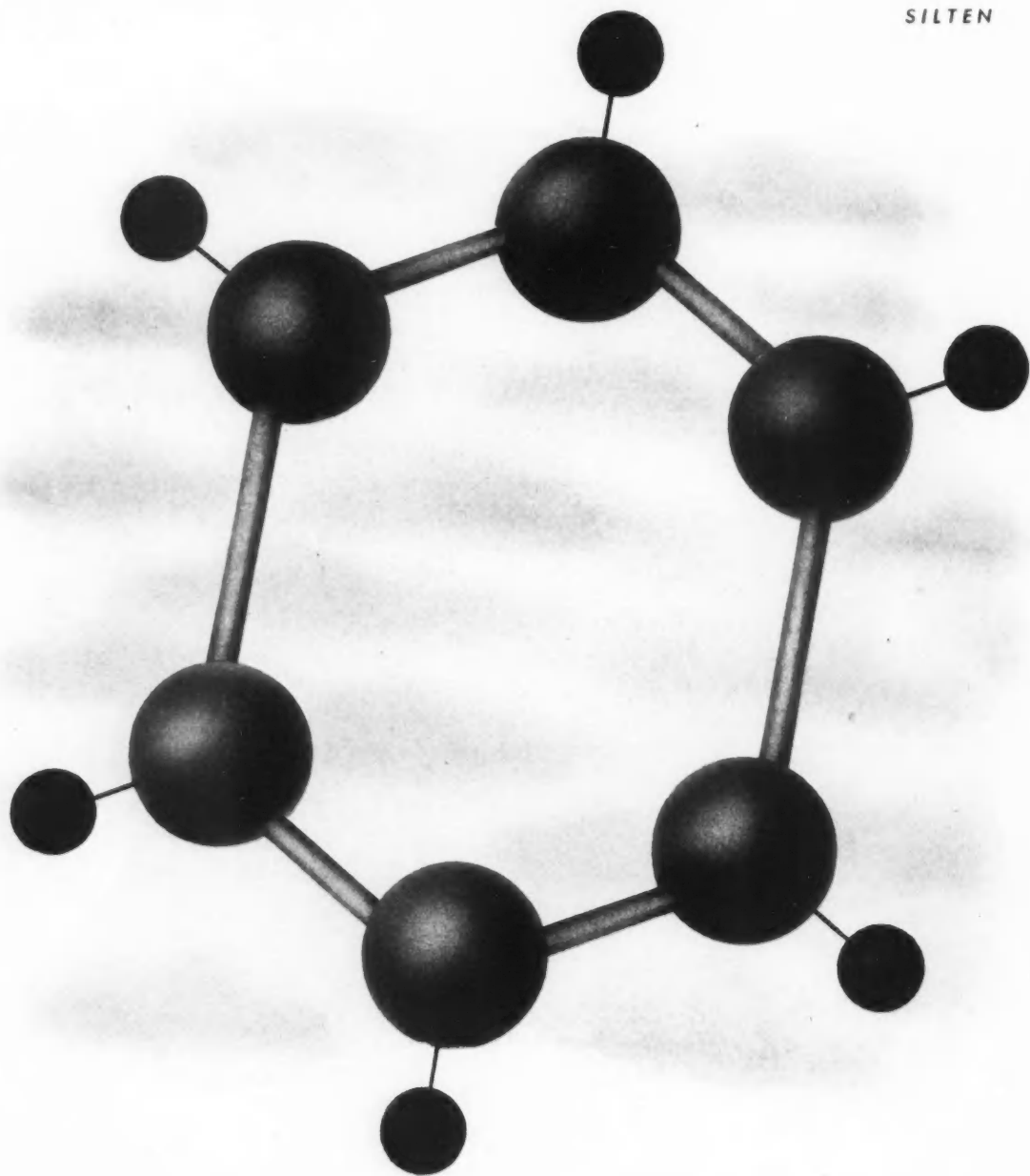
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330 WEST 42nd STREET, NEW YORK 18, N. Y.

OUR PLANT FACILITIES ARE AVAILABLE FOR ANY FURTHER CONTRIBUTION  
WE MAY MAKE TO PRODUCTION OF MATERIALS FOR THE WAR EFFORT



SILTEN



# *Iso Bergamone*

the scientifically developed synthetic Bergamot oil

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**POLAK & SCHWARZ INC. 667 WASHINGTON ST., NEW YORK, N. Y.**



# War-Time Pressure to Get Empties Back in Britain

by ERNEST A. DENCH

THE BRITISH manufacturer is too much of a realist to resort to patriotic appeals in strictly business transactions with wholesalers and retailers.

The wholesaler and the retailer, just like the manufacturer, are each concerned with their own selfish trade interests.

That's business all over—and war-time conditions do not change fundamentals.

## COOPERATION NEEDED

However, there is this difference: the longer the wait for V-Day, the more selfish interests of all branches of the trade are interlocked. Teamwork and cooperation can be courted provided the manufacturer does not overplay his hand.

"Return our containers and you'll get more merchandise," is the British manufacturer's theme song. Naturally, the theme is expressed in different ways and in different media.

## SLOGANS TO THE FORE

Sloganized advertising copy is favored because the vital story can be convincingly presented in the fewest words and the least space.

"Make a Stack and Send Them Back," urges one advertiser. He gives reasons why, too: "You will be credited for all containers returned in good condition, and thereby help us to maintain regular supplies. Help us to help you."

"Keep Them on the March," suggests another firm whose announcements illustrated two long and even rows of containers arranged like soldiers on parade. "Continual cooperation in returning empties promptly will be of mutual benefit," is this advertiser's parting shot.

A woman porter is shown pulling a railway express truck on the station platform. All the empties on the truck bear "Return to Bush" markings. The remaining half of this advertisement story contains the sloganized appeal: "Return to Bush and in turn they'll return to you."

Another advertiser expresses the same thought as the above in different words:

"Hand the empties to our collector and help us deliver supplies to you."

Under the caption of "A Rhyme With a Reason" one manufacturer sponsors this verse:

"Bottles, cases or carboys sent back  
Are urgent necessities to refill and repack

So LAUTIER FILS, to ensure your supply,

Trust you will help—on you they rely.

It takes little effort, as when they arrive,

To empty and send back, and so help the drive.

Let's help one another, and thus beat the Hun

By an all-out war effort, 'til Victory is won."

## HUMOR EMPLOYED

In at least one instance to come to our attention the American comic strip technique is being employed. It depicts, step by step, the knack of opening and later closing a container without damaging it. This advertisement points out: "You will be doing everyone, including yourself, a good turn, because we need packing for your order just as we do for everyone else's."

A humorous outburst in the conventional single illustration style shows an unbroken line of empties rolling back to the factory from which they originally came. The shipping clerk had dreamed such an unusual spectacle, so had "sleep-walked" from his bed at home directly to the factory, "Its Merely a Dream," explains the caption. For all its fanciful treatment the advertisement does not neglect the factual reminder at the end: "Please help us by returning all empties as quickly as possible."

Human nature being what it is some wholesalers and retailers return empties in perfect shape; other are more careless in the opening and closing of containers.

A typical instance of the former condition of more than usual interest is that of a British brewer who noticed that the casks returned by a certain publican (British saloon keeper) had a nice clean and sweet smell about them. The brewer wrote the publican a complimentary letter. A few days later one of the brewer's draymen (delivery) flourished a crisp bunch of

celery in front of the brewer and made the following speech: "A gift to you, gov'nor, from the Builder's Arms." Questioned by the brewer as to this strange gift elicited the fact that the Builder's Arms (All "pubs" in Britain have to Americans the queerest kinds of names) owner used the dregs from casks to enrich his celery plot—and his celery is the pride of the neighborhood!

Trade associations have pitched in to help their manufacturer members get their empties back. Their status is a semi-official one so they can be more direct and more blunt in urging retailers to cooperate as, for instance: "Manufacturers now find it necessary to inform the trade that only those customers who return chargeable empty packages promptly in good, sound and clean condition will have first call on existing stock."

## COMMISSION TO COLLECTORS

Firms having their own delivery systems pay a small bonus to their truckmen for collecting all kinds of empties. This is an incentive to those men who had formerly regarded a return load of empties as a nuisance. And to keep each truckman on his toes and reduce the "I forgot" alibi, all outgoing shipping containers are numbered. If the delivery man takes out containers numbered 51 to 100 on a certain route, he is expected when he next covers the route to bring back with him the corresponding empties. The check-in at the plant is as systematic as the check-out—so he is put on his mettle.

In some trades distribution in Britain is now on a regional basis. This cramps the style of those manufacturers who formerly considered all of Britain their market. A problem is the return of containers from sections where distribution has been discontinued. In his newspaper copy a bottler uses two-in-one copy appeal. It first asks the favor of "Helping our salesmen to collect your empty bottles and cases." Second is the reminder that "Davenport's Botthel Ales and Stouts will again be available after the war." If one reads between the lines, faithful returners of empties will have first call on supplies when official distribution restrictions are removed!

C<sub>13</sub> H<sub>20</sub>  
**SUBSTITUTES**  
 FOR  
**SUBSTITUTES**  
 C<sub>9</sub> H<sub>6</sub> O<sub>2</sub>

There was a time when life for the research chemist was comparatively simple. He'd create a new formula for grateful clients, or aid in bringing costs down by suggesting a change in basic ingredients. However, that was all — in what seems — the long ago.

Today, he is a much harassed man.

Not only are vital ingredients denied him — unavailable or price prohibitive — but the substitutes that he so painstakingly created to take their place, have themselves been placed on shortage or priority listings. Today, he must concentrate the full measure of his skill in the creation of *Substitutes for Substitutes*.

Many manufacturers, fighting to keep production moving, have turned to us with their problems. We have, in most cases, been able to supply the necessary help. Our research chemists have, for more than a quarter of a century, made the Florasynth name a byword in the industry, for the creation of effective and successful synthetics. So much so, that our reproductions of natural floral absolutes and true essences have long been accepted as *primary essentials* in the manufacture of countless successful perfumes, lotions and other toiletries.

★★★ FOR VICTORY BUY U. S. WAR BONDS AND STAMPS ★★★

  
*Florasynth* LABORATORIES, INC.  
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FLORASYNTH LABS. (CANADA) LTD.—MONTREAL • TORONTO • VANCOUVER • WINNIPEG

FLORASYNTH LABORATORIES DE MEXICO S. A.—MEXICO CITY

# Flavors

## Outlook for the Sugar Industry

*Post-war period will probably be characterized by reduced sugar production and a rising demand . . . The return, however, to an international sugar agreement is likely*

THE SUGAR industry has been profoundly affected by the war. Production has been curtailed sharply in a number of producing areas, particularly in Europe where 30 per cent of the world's output is normally grown. The occupation of major sugar growing countries by Axis armies, as in the case of the Philippines and Java, and the shipping shortage have further disrupted the normal movement of sugar from surplus to deficit areas. Consequent shortages in sugar importing countries have resulted in strict rationing and other regulations to spread available supplies more evenly, according to a study made by Delafield and Delafield.

The first World War left lasting effects upon the sugar industry. Production was greatly stimulated in the West and East Indies, so that when European crops returned to normal, serious overproduction resulted and the price was severely depressed. A measure of relief was obtained from this situation only with the adoption of the International Sugar Agreement of 1937, which regulated trade in this commodity up to the outbreak of the European war in 1939.

Will the present war, like World War I, leave lasting effects upon the world's sugar industry?

### **SUGAR INDUSTRY IN THE U. S.**

Considering first the effects of the war upon the sugar trade in the United States, we find that this country has adjusted itself to war conditions so that sugar supplies are about back to the pre-war level. The loss of supplies from the Philippines and reduced beet

sugar production within this country due to the labor shortage and the greater attractiveness of other crops have been offset by sharply increased imports from Cuba. The shipping shortage, which drastically reduced sugar imports in 1942, has been overcome through the establishment of a shuttle service to bring sugar from the Caribbean growing areas to south Atlantic ports, from which it is transported by rail to refining centers in this country.

### **RATIONING DURING NORMALCY**

While sugar supplies this year will be back to normal, rationing of consumption is being continued. A considerable part of the sugar crop of Cuba will be used to make alcohol for synthetic rubber manufacture. These large and growing alcohol needs, in fact, will probably cause rationing to be maintained for the duration of the war in Europe.

With sugar prices fixed by Government ceilings at levels that are relatively satisfactory to growers and refiners, profits depend primarily upon volume. Beet sugar companies in this country are affected adversely by the contraction in the beet crop, which causes a sharp reduction in their sales volume. Cane refiners, on the other hand, have recovered part of the volume they lost last year as shipping arrangements permit larger imports from the Caribbean. Caribbean producing companies have been favorably affected, as they were in World War I, since they are able to sell the bulk of their production in the higher-priced

United States market, although they have not been able to obtain the very high return they realized in the last war when sugar prices were allowed to sky-rocket.

### **POST-WAR SUGAR OUTLOOK**

Sugar production for some years after the war will probably remain well below the ante-bellum level. European production in 1920 was only a third as large as in 1914, and did not get back to the 1914 level until 1928. The sugar growing industries of the Philippines and Java also may suffer considerable damage by the time that the war ends, and some years may elapse before their output can be restored to pre-war proportions.

Will the demand for sugar after the war be as large as in 1939, when some 33,000,000 tons were consumed? Per capita consumption in the United States will be about 70 pounds of refined sugar this year, as compared with 105 pounds in 1941. Far more drastic declines are taking place in Great Britain and other countries during the war period. Will the war-time experience cause a lasting decline in sugar use, particularly since so much emphasis is placed on the need for eating more "protective" foods containing proteins and vitamins, as compared with "energy" foods among which sugar occupies a leading place?

There are good reasons, on the basis of past experience, for expecting that world sugar consumption will not only return to, but even exceed, the pre-war figure. This expectation is based on the following factors:

# *There is no "Synthetic" for* **EXPERIENCE!**

Developing with the growth and the progress of the industry the past few decades, the A. C. Drury organization has been a prime factor in the distribution of raw materials and essential oils for the cosmetic, perfume and soap trades.

It is natural that we know what manufacturers in our industrial scope need and can use.



**Gums and Vanillas**  
*For 85 years*  
**THURSTON & BRAIDICH**  
**NEW YORK**  
*Specialties*  
Gum Arabic—Gum Karaya  
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**Talc**  
*Oldest and largest in U.S.A.*  
**SIERRA TALC CO.**  
**LOS ANGELES, CALIF.**  
Sierra Talcs approximate the ideal—  
chemically and physically—and excel  
in uniformity of milling and color.



**LACO Castile Soap**  
*Made with 100% Pure Imported  
Olive Oil*  
**LACO PRODUCTS, INC.**  
**BOSTON • NEW YORK**  
Manufacturers and Importers  
Castile Soap U.S.P. "Laco"  
Powdered—"Purls"—Bars



Likewise, over the years we have enjoyed the best and most reliable connections both in America and abroad and have acquired an intricate knowledge of where to secure these materials and specialties, which is valuable to our customers, particularly in the present uncertain market.

That we have been successful in our operations is due largely to the fact that many of our customers regard us as a part of their organization. They give us their confidence—tell us their problems and just what item or items they lack, etc.

In fact, some regard us as their special purchasing agent. We welcome that relationship. It puts us to a test and results have been many times mutually helpful and profitable. Those we serve know this. Perhaps we may be able to serve you.

**Precipitated Chalk**  
*Sturge's "Sturgeon Brand" leads the world*  
**H. J. BAKER AND BRO.**  
**NEW YORK**  
Sturge's English precipitated chalk  
U.S.P. Extra light—Dense.



**Bees-Wax**  
*Since 1852*  
**THEODOR LEONHARD WAX CO.**  
*Established 1852*  
**HALEDON, PATERSON, N. J.**  
Bleachers, & Refiners of Bees-Wax.  
White Bleached Bees-Wax  
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**Stearic Acid**  
*Superiority founded on performance*  
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*Qualities Unsurpassed*  
**THE ATLANTIC REFINING CO.**  
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**Petroleum Products**  
White Mineral Oils U.S.P. for  
pharmaceutical and cosmetic uses.  
All gravities, all viscosities



## **A. C. DRURY & CO., INC.**

**219 EAST NORTH WATER STREET • CHICAGO, ILLINOIS**

62 January, 1944

*The American Perfumer*



1. Higher living standards foster a taste for sugar. Increased industrialization in particular usually brings in its wake a greater demand for this food.

2. If the anticipated increase in mass purchasing power occurs throughout the world, sugar consumption will rise sharply in the poorer countries where per capita use has been quite low.

3. Lower trade barriers would reduce the price of sugar in countries where it has been kept high by tariffs, and thus pave the way for greater consumption.

United States consumption is less likely to rise above the pre-war level in the post-bellum period, but the world demand, in the event of an extended period of prosperity, could far surpass that of 1939.

#### THE PRICE OF SUGAR

Earnings of sugar producers and refiners after the war will depend largely upon the price they receive for their product.

Before the war, the price realized reflected in great measure government regulations within individual countries and the International Sugar Agreement. Without such restrictions, the tendency to over-produce tended to drive prices down to a point that was remunerative only to lower cost producers.

#### POST-WAR PRICES

There is every reason to believe that the International Sugar Agreement will be restored after the war, at least when surplus production is again threatened. Similarly, the Sugar Act of 1937 which establishes an annual sugar quota for the United States, fixed by the Department of Agriculture, and allots fixed percentages of this market to continental and off-shore producers will probably be re-established shortly after the war.

Hence, it is probable that whenever over-production tends to depress sugar prices sharply again, restrictions will be placed in effect to adjust supplies to demand to keep the price at moderately remunerative levels. At the same time, it must be recognized that this industry is subject to the risks that apply to all regulated industries and that such regulatory policies may be changed. In particular, the beet sugar companies would be affected by any lasting change in the policy of favoring these producers with tariff protection, while cane refiners could suffer if larger amounts of refined sugar were permitted to come into the country from off-shore producing areas like the Caribbean or Hawaii.

#### CONCLUSION

The period following the war is expected to be characterized by reduced sugar production and a rising demand that could give the world sugar industry several years of relative prosperity. The ease with which production can be expanded over a period of time, however, will probably make necessary a return to an international sugar agreement in time to keep prices at remunerative levels. There is no reason to think that such an agreement could not be reached.

## The Long-Awaited Peppermint Order

by ARNOLD KRUCKMAN

THE PEPPERMINT Order was formally published in the Federal Register on January 4, 1944. The most debated feature of the preceding freeze order is settled by a complete revocation of the 30 per cent "set aside" clause. The program is based upon fixing 1941 use as 100 per cent. On this basis confectionery and chewing gum manufacturers are allowed to use 70 per cent; dentifrice producers may use 75 per cent; pharmaceutical manufacturers, 100 per cent. All those who use ten pounds or less are exempt.

Those who use peppermint oil for conversion to menthol, must apply for authority to use allocation to the Administrator of the order, A. L. Kalish of WFA. Each application will be considered on its merits and the details will be adjusted between the peppermint order administrator, Mr. Kalish, and the Chemicals Division of WPB.

#### ORDER RETROACTIVE TO NOV. 1

The order is retroactive to November 1, 1943. This means the users start under the limitation of the percentage to which they are entitled as of November 1. Those who applied and received permission to use a quantity in excess of the 30 per cent fixed by the original freeze order between September 13 and November 1, 1943, must charge back to their quota whatever excess they have used over 30 per cent. Those who used any peppermint oil in excess of the quota between November 1 and December 31, 1943, must charge back whatever they used in excess of quota. For instance, those who used 75 per cent and are entitled only to 70 per cent must charge back the five per cent used; while those who used only 30 per cent during the period are entitled to use the added 40 per cent to which they are obviously entitled under the retroactive feature of the order.

In the United States, where available supplies are already back to the pre-war level, the future of the industry is even more dependent upon the regulatory policies that will be adopted. The Sugar Act of 1937 assured the industry of relatively stable conditions before this country entered the war. Changed regulatory policies, particularly as regards beet sugar and imports of refined cane, could affect earnings of American sugar companies adversely, but there is no indication as yet that such changes are in the offing.

No one may buy excess inventory; but if any person has an excess inventory of peppermint oil he may sell, give away or do what he likes with his property, but he may not replenish his inventory by buying, replacing the excess he has sold. He must strictly keep within his quota.

Those who deal with Government, selling to the armed forces, to lend-lease or other essential government sources may maintain 90 days supply, approximately, to furnish what is needed by Government, and may maintain these supplies in addition to their civilian quota stocks.

The order does not require authority from the peppermint oil administrator for export. Any export may be made simply by securing authority from the usual sources.

Imports must be arranged through the agency of the FEA.

The order expires on September 30, 1944, thus running just eleven months, one calendar month short of a year. It terminates on September 30 because that is the end of the peppermint growing season. The next order will start from that date.

#### A SIMPLE DIRECT ORDER

The order appears to be exceptional for its effort to avoid unnecessary duplication of performance of action heretofore required by other agencies or orders. It is simple, direct and apparently attempts to maintain the *status quo* of the industry so far as is possible under current abnormal conditions. Despite the legalistic hoopery you are conscious of the attempt of a sturdy business man to put realism into the order.

There will be wails and moans and protests from some sources. These evidences of discontent are inevitable. No human instrument can please every one concerned. Nevertheless the order

# **Schimmel fixoresins**

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and improve the character  
of the perfume of your  
product.**

**In a wide range of odors.**

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CHICAGO • CINCINNATI • CLEVELAND • LOS ANGELES • ST. LOUIS • SAN FRANCISCO

is essentially an earnest and sincere effort to provide a common sense method to provide as much peppermint oil as possible from curtailed supplies for all those who need it.

#### FEA PROCUREMENT EXPEDITER

Hereafter FEA will act as procurement expediter for all imports of foods, flavors, including essential oil and similar materials. The details have not yet been crystallized, but the general idea is that FEA will do the actual buying through United States Commercial Corporation. Foodstuffs, essential oils, and the like, required by the Government and bought for importation from abroad, will be specified in exact detail by WFA.

These specifications will constitute orders for purchases, and will leave practically nothing to FEA and USCC except the mechanics of procurement in foreign countries, together with the documentation for import and for transportation. FEA and its subsidiary organizations will secure cargo space, and handle the other details necessary to bring the purchased stuff out of the foreign country into the United States. It also will adjust the details of allocation of materials with the British, and probably with the Russians and others. The system is of interest to the toiletries, cosmetic and flavoring industries because it practically is the system that will be used to import essential oils, gums, fats, oils, and similar materials for the private account of the various American importers.

#### Shipments to British Guiana

Shipments of toilet requisites, other than soap and spirits, to British Guiana from the United States were almost 14 times as great in 1942 as in 1941. Value of these commodities shipped in 1942 was \$73,986 compared with \$5,293 during the preceding year.

## Comment on South American Markets

FIGURES PUBLISHED by the Department of Domestic and Foreign Commerce in regard to the South American crops are given below and are indicative of the trend in the various materials—sugar, cocoa, coffee and essential oils.

#### GUATEMALAN ESSENTIAL OIL

Essential-oil production in Guatemala has shown a measurable increase in the first nine months of 1943 over that of the comparable period of the preceding year. The quantity of citronella, eucalyptus and lemongrass oils exported was about one-third greater, and the value of these three products was more than 70 per cent larger, from January to September, 1943, than for the first three quarters of 1942. Guatemala shipped 102,683 pounds of citronella oil, 139,986 pounds of lemongrass oil, and 2384 pounds of eucalyptus oil valued at a total of \$405,896, during the first nine months of 1943 compared with a combined total of 183,195 pounds valued at \$236,616 for the corresponding months of 1942.

#### VENEZUELAN COFFEE

The 1943-44 Venezuelan coffee crop, harvesting of which was begun in December, is officially estimated at 550,000 bags of 60 kilograms each (1 kilogram—2.2046 pounds), which is substantially below the 650,000 bags harvested in 1942-43.

In conformity with the Ministry of Agriculture's efforts to improve the quality of Venezuela's coffee exports, two coffee-washing stations have been opened in the Andes area. Under this plan, a larger proportion of Andes coffee will be of the wash-

ed type, which is particularly in demand abroad.

As a result of a new decree, exporters are now required to report coffee stocks by qualities and weight, instead of by weight only, as heretofore.

#### BRAZILIAN COCOA CROP

Brazil's 1943-44 cocoa crop is expected to be between 1,700,000 and 1,800,000 bags of 60 kilograms each, according to the Cocoa Institute of Bahia.

Arrivals of cocoa at the port of Bahia in October 1943 totaled 201,928 bags, compared with 134,890 bags in October 1942.

#### COLOMBIA'S SUGAR INDUSTRY

Figures recently made available show that considerable progress has been made in Colombia's sugar industry in the past few years. From being a large importer of sugar, the country is now self-sufficient and may soon even be in a position to export a surplus, declares the newspaper *El Siglo*, of Bogota.

There are now 22 sugar factories in Colombia—two on the Atlantic coast, two in Tolima, two in Cundinamarca, one in Caldas, one in Antioquia, and the remainder in the Cauca Valley. Of these, 17 are affiliated to the *Compañía Distribuidora de Azúcares*, a large-scale cooperative.

The annual average domestic consumption in Colombia in the years from 1939 to 1942 was 1,150,000 sacks. As the per capita consumption has hitherto been low, there would seem to be plenty of scope for the growth of the industry, quite apart from export possibilities.

## Have you a COLOR PROBLEM? LET US SOLVE IT!

F. D. & C. Certified Food Colors for Flavoring  
Extracts, Flavors and all other food products.

Eastern Representatives of Wm. J. Stange Co., Chicago, Ill.

### LEESEN CHEMICAL CO., Inc.

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Also—  
D. & C. and Ext. D. & C. Colors  
for Perfumes, Soaps, Shampoos,  
Bath Salts, Toilet Preparation  
set, Permanent Wave Lotions  
and Cosmetic Stockings.  
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SAPONINE  
CARMINE NO. 40



# Cerasynt

## Oil-in-Water EMULSIFIERS

*CERASYNT Oil-in-Water EMULSIFIERS are based on the latest knowledge of emulsification. They offer the cosmetic technician convenient, dependable, and flexible mediums for formulating oil-in-water emulsions, neutral as well as acid. They are freely available in all quantities.*

**CERASYNT M.** This emulsifier is a definite improvement upon glyceryl monostearate. It can be used wherever glyceryl monostearate is now used without change in formulation. It has the same properties, appearance, consistency, and melting point as glyceryl monostearate, plus greater stability. Cerasynt M is not self-emulsifying. A self-emulsifying type, Cerasynt MN, is available, however.

**CERASYNT TA.** This is an acid-stabilized emulsifier. Its great stability to electrolytes and organic acids makes it particularly applicable to Antiperspirant Cream containing large percentages of aluminum sulfate or other astringent chemicals.

**CERASYNT 1619-R.** A noteworthy feature of this emulsifier is the high percentage of water that its use permits in Cold Cream, Hand Lotion, and other preparations. In Hand Lotion, for instance, it permits of the use of as much as 95 percent of water; in Cold Cream, as much as 70 percent. Another important characteristic of Cerasynt 1619-R is that it reduces the greasy feel of oily creams and ointments.

**CERASYNT 180.** This emulsifier permits of the formulation of stable Cream Cologne, either without alcohol or with a small percentage sufficient to impart an initial cooling effect when Cream Cologne is applied to the skin. Cream Cologne in which Cerasynt 180 is used is highly resistant to variations in temperature and to the de-stabilizing influence of many perfume oils.

*Samples of these emulsifiers, together with practical suggestions regarding their use in Antiperspirant Cream, Hand Lotion, Cold Cream, and Cream Cologne, are available upon request.*

*Samples of perfume oils will also be gladly sent upon request. Please specify the preparations in which the oils are to be used, odor preferences, and cost limits.*

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## Here and There Among Our Friends

▶ Lt. and Mrs. Thomas C. Sheffield, Miami Beach, Fla., are receiving congratulations upon the birth of a son, Dec. 1, 1943. Tom is widely known throughout the industry as peace-time western manager of the New England Collapsible Tube Co. He is serving currently as aide-de-camp to the Commanding General of the Army Air Corps Training Command at Miami. The little newcomer has been named Tracy Kyle Sheffield after Tracy Sheffield, president, and Kyle Sheffield, vice-president, of the New England Collapsible Tube Co.

▶ Dr. Samuel Isermann, well-known veteran of the essential oil industry and founder-president of Van Dyk & Co., had been at his ranch at Tucson, Ariz., but two days when he was suddenly called back to Jersey City, N. J. At this writing he is attempting to take the formerly planned rest at his ranch, having made the long trip from East to far-West once more.

▶ Jules Marcus, president of General Distributors, Inc., Havana, Cuba, has just returned from a trip to Mexico at which time he and his associates established a business in Mexico as sales representatives and distributors for American manufacturers. In Cuba, General Distributors, Inc., represents such firms as Norde Essential Oil & Chemical Co., M. W. Parsons, Inc., Innis, Speiden & Co., Carr-Lowrey Glass Co., Columbia Specialty Co., Inc. and the Aridor Co. In Mexico the local firm, known as Distribudores Generales de Mejico S. A., has already made arrangements to represent most of the above companies in order to promote the sales of raw materials and packaging items in the country of Mexico.

▶ Sidney Picker, of Miners, Inc., New York, N. Y., has returned from a well-earned vacation in Miami, Fla., where he spent the major part of his time enjoying his favorite recreations of golf and fishing. Myram S. Picker, president of the company, at present is in Miami for a rest.

▶ E. M. Allen has announced his retirement as president of the Mathieson Alkali Works, Inc., effective Jan. 1, 1944, and the election of G. W. Dolan as his successor. Mr. Allen will continue to hold his office as chairman of the board of directors of the company.

▶ Earl A. Means, vice-president of Bristol-Myers Co., is retiring March 1,

1944, from active management and supervision of the sales department. Mr. Means has been associated with the sales department for 37 years and has been head for the past 30 years. Joseph P. Hardie, who for the past 13 years has devoted his entire time to the Bristol-Myers Co. accounts handled by Pedlar & Ryan, will succeed Mr. Means as vice-president in charge of sales.

▶ William L. Schultz, president of Shulton, Inc., manufacturer of Early American Old Spice and Friendship's Garden toiletries, left Monday, Dec. 13, 1943, for his annual trip to Florida. He is accompanied by Mrs. Schultz and their daughter, Miss Elizabeth. He will spend the winter at Palm Beach, returning to New York in the late spring.

▶ E. Allen Newcomb has been appointed secretary of the National Wholesale Druggists' Association. Mr. Newcomb has been serving as assistant to Dr. E. L. Newcomb, executive vice-president.

▶ C. D. Smith, president of the Smith Faux Drug Co., wholesale drug company, Salt Lake City, Utah, who joined the Army in early part of the war, is now attached to the Inspector General's department at Fort Mason, Calif.,

with the rank of captain. Recently, Captain Smith spent a ten-day leave in Salt Lake City.

▶ Paul Bedoukian, of the Canadian branch of W. J. Bush & Co., New York, N. Y., was in New York recently at which time he visited the main branch in New York and also conferred with A. R. Evans, chief chemist of W. J. Bush & Co. at Linden, N. J.

▶ A. R. Maas, president of Maas Chemical Co., South Gate, Calif., has returned from a fishing trip in Canada. 62 coho salmon were landed.

▶ J. L. Hindle, who started distilling essential oils in a small factory in London, England, and in 1938 established the firm of Standard Synthetics, Inc., in New York, N. Y., under the guidance of Edward Remus, has announced the observance of the 21st anniversary of the founding of the company.

Dealing in essential oils, flavors, aromatics and perfume bases, Standard Synthetics, Inc., has expanded their trade over the whole of the United States with branches in Chicago, Kansas City, San Francisco, St. Louis and Boston. Also, the firm now has an office in Montreal covering the whole of Canada.

With agents in all South and Central American countries, the export trade handled from New York by Standard Synthetics, Inc., is increasing every month.

## Books of the Industry to Aid You

**PLASTICS, J. H. DuBois.** *Illustrated and indexed, 436 pages. American Technical Society, Chicago, Ill. Price \$3.75.*

The new edition of *Plastics* is now ready for distribution. This edition is approximately 150 pages larger than the 1942 edition, and consequently contains much new material—new plastics materials, vulcanized fiber, injection molding, besides four entirely new chapters on Synthetic Rubber, Low Pressure Laminating, Trends and Developments, General Properties and Uses for Molded Plastics Materials.

The various types of plastics; phenolic, urea or amino; cellulose; acrylic, vinyl and styrene; cast phenolic and protein as well as other forms are fully explained. The process of applying these plastics commercially is also well explained.

While the book discusses manufacture and use of the more important plastics materials and products, gives

tables of their properties, and furnishes basic design information which is of value to designers and engineers, it is also good reading for the man who wishes to obtain a general knowledge of the subject.

*Plastics* is written in such form that it may well serve as a textbook for students, and a reference handbook.

**COSMETICS AND HOW TO MAKE THEM, Robert Bushby.** *Illustrated and indexed. Sir Isaac Pitman & Sons, Ltd., London. Price \$3.00.*

This simply-written practical guide for beauty specialists, hairdressers and all others who are concerned with the preparation of face powders, vanishing creams, nail polishes, rouges, lipsticks and other cosmetics is a useful handbook for those who have had no previous knowledge of chemistry. The book contains easy to follow formulas and a great many recipes.

**F**rom behind the prescription counters of the nation's corner drug stores, thousands of pharmacists have moved into the front lines to dispense to the men of our armed forces.

Wherever they go, on land or afloat, they are certain to find the familiar amber bottles bearing the M M & R label . . . bottles that contain the very same Essential Oils and Balsams they used when they filled doctors' prescriptions in civilian pharmacies.

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In these exceptional times, when manufacturers are faced with many difficulties, M M & R laboratory technicians are happy to offer their services to help find solutions to flavoring and perfuming problems.



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# New Products, Ideas and Processes

## A new tape sealer

Seal Tonic, a new liquid chemical for use in tape-sealing machines, cuts in half the time required to seal your shipments, claims Seal, Inc., Shelton, Conn.

This new product obviates the necessity of having to rub the tape down after application to cartons.

Seal Tonic dissolves all of the glue on the tape during the few seconds that elapse between the time the tape passes from the tape machine to the carton. By the time the tape reaches the carton the glue has been dissolved and the strip is tacky, ready to be placed on the carton in one slight whisk.

## De-ionized water unit

A small size—a laboratory size—unit for de-ionizing water is a product of the Illinois Water Treatment Co., Rockford, Ill., which was put in production the first of this year. This unit will have a capacity of 10 gallons per hour.

At present the smallest industrial unit that this company makes has a capacity of 150 gallons per hour.

## Apron-style toilet kit

The apron-style toilet kit is the newest item to undergo improvement by the Quartermaster Corps, according to an announcement by Colonel George F. Spann, Q.M.C., commanding officer of the Jersey City Quartermaster Depot.

This new kit is made of polyvinyl butyral, a waterproof material; has roomy extension-type pockets with a gusset along the bottom and sides. An inner pocket is included in one of the boxes for storing small items, making it possible for the soldier to find the various things without searching through every pocket. Measuring 11 inches by 18 inches, the entire kit is washable and is equipped with ties.

## Electric perfume disseminator

The electric perfume disseminator, a product of the Landon Products Corp., Norwalk, Conn., is a low-cost means of creating a pleasant atmosphere in the theatre or any public gathering place. The current required is no more than a 15-watt light bulb, and but a fraction of an ounce of the highly concentrated solid perfume pellets is needed to keep the air in a pleasing fragrant condition throughout an entire evening's performance.

The Suav-Air disseminator, as it is

called, is made of spun aluminum, measuring  $3\frac{1}{2}$  in. diameter by  $4\frac{1}{4}$  in. high. The unit is completely enclosed, presents no fire hazard and its operating temperature does not exceed that of boiling water.

## Suav-Air pellets

Suav-Air pellets are fragrant odorants in solid, concentrated compact form. The pellets do not burn or melt in use, so there is no ash or muss to clean up, no oily spray to soil furnishings and decorations, claims the manufacturing company, Landon Products Corp., of Norwalk, Conn. These pellets may be used in the electric perfume disseminator described above.

## Compact case

The new shell plastic compact, by Evans Case Co., has a sterling silver rim inside which makes the compact



Compact by Evans Case Company showing leak-proof arrangement—sterling rim inside

leak-proof. The accompanying illustration shows this leak-proof arrangement.

## New Soap Process

British Patent 556,117 has been granted to Ernst J. Lust and Peter Lunt & Co., Ltd., London, England, covering an invention based on the formation of metallic salts of, or the isomerization by potash of perfumery material of the phenolic type.

They claim that a soap or toilet preparation is perfumed by the addition of at least one alkali metal salt of a perfume of the phenolic type (thymol, isoeugenol, iso-safrol); or in which an additional non-phenolic perfume is present.

The patent covers a method of making toilet soap which comprises isomerizing eugenol to iso-eugenol by heating with excess of potash and then add-

ing to a soap base; or in which excess alkali is neutralized by a fatty acid compatible with the fatty acids used in the soap base, or part of them, and a method of maturing soap so obtained by treating it with carbon dioxide.

## Non-foaming shampoo

Gifford D. Davis, of South Orange, N. J., has invented a non-foaming shampoo. Patent No. 2,336,166 covers a shampoo made of a sulfated mixture of paraffin oil and rice bran oil. The patent has been assigned to the National Oil Products Co., Harrison, N. J.

## Transparent cellulose bottle

U. S. Patent 2,336,943, dealing with a transparent, unbreakable, non-refillable container made of a cellulose material has been assigned to T. B. McGirr, New York, N. Y., and T. G. McGirr, Brooklyn, N. Y.

According to the patent the container is cylindrical in shape with a conical top made in such a way as to be normally sealed. The top has a narrow, hollow rib protruding outwardly from the apex of the cone which, when removed, provides a narrow pouring slot in the container. It works like the tab on a cigarette package.

The container has a relatively sturdy base piece which serves as reinforcement for the somewhat pliable cellulose body of the container.

The patentees claim the container can be used like any other bottle, for milk, oil, beer, lotions, etc., and provides a substitute for glass. The container is filled from the bottom, then sealed with the base piece.

# Announcements

## Fritzsche Brothers, Inc.

Fritzsche Brothers, Inc., New York, N. Y., has issued its January 1944 Price List. Included in this list are floral absolutes, animal fixatives, aromatic chemicals, balsams, gums and sundries; colors, concentrates, citrus, floral concretes, essential oils, floral waters, tinctures, and other products.

## Merck & Co., Inc.

The December, or Christmas number, of *The Merck Review* has just come to our desk. The issue is devoted more than 50 per cent to its service men and their accomplishments. It is a record that Merck & Co., Inc., New York, N. Y., may well be proud.



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# Our Washington Correspondent Reports to You

by ARNOLD KRUCKMAN

**T**HE WAR PRODUCTION Board is generally assumed in Washington to be in a process of reorganization. The reorganization is intended to make WPB a dual agency, capable of carrying on its present function of controlling war production and at the same time gradually taking over the increasing duties of reconversion. We think here this means WPB may become the most powerful single permanent agency of the Government. The thought is that it may absorb most of the functions of OPA. The fact that many controls over business and society will survive the war is no longer debated here. Organizations such as the U. S. Chamber of Commerce anticipate this spells that the 4,000,000 Federal employees will continue on the public payrolls and carry out the Executive orders, unless Congress sharply reduces the vast Federal staff and re-takes its constitutional duties. The impending session on the Hill is expected to show whether or not the pressure groups in and out of the government Bureaus can bend Congress to their will on taxes, war contracts, disposal of surplus properties, food subsidies and similar fundamentals. Dr. Arthur Morgan, once head of TVA, recently put it in another way. He said: "Either Government will take over business, or business will take over the Government." There are others, the great majority here, however, who think there is a mean, between, by which constitutional democracy will inevitably persist. This session of Congress, and its action on the highly debated questions, is expected to reveal whether it will force the Bureaus to heel, or whether it will submit to the Bureaus. Obviously, public sentiment will largely influence the action of Congress.

There will be no cellulose acetate for the manufacture of lipstick holders in January. The need for plastic has multiplied both in military production and in manufacture for essential needs. Lanolin is still minus and the needs of the armed forces expected to cut off the supply for the cosmetic and toiletries industry at least for another 60 days. There does not appear to be an undue shortage of aromatic essential oils so far as WPB Chemicals Division can perceive. The supply of rose oil seems in excess of current needs, Brazil re-

porting untouched reserves. There is a supply of shellac available for hair lacquer and hair lacquer pads. The substitutes are reported to have caused so much dermatitis among workers, who use the cosmetic as a protective coating, that the Government people felt it was good economy to provide the real thing. Paper in all forms is scarce and will be scarce, unless some bright person determines to supply more workers for the timber industries in the Northwest. Apparently no one has any such purpose because WPB people make long faces and predict more grief in boxboard, folding and set-up boxes. The three industrial advisory committees functioning on the problems of boxboard, folding boxes and set-up boxes were called hastily to the Capital late in December and were told their industries must focus especially on supplying the needs of the armed services, lend-lease and similar civilian war requirements, no matter how much other civilian demands are reduced. There is every likelihood that a further order restricting the use of paper will be issued soon. Production will be sternly balanced with use.

## EXPORT AND IMPORT PROBLEMS

Export and import problems have been under frequent discussion here the past month by representatives of American trade and officials of the Government. These discussions, entirely informal and personal and off the record, are nevertheless of lively interest to the various industries which deal in essential oils, and possibly foreshadow some of the developments that may be ahead. The "joint-area" agreements dividing the export trade between Great Britain and the United States apparently have caused most of the talk. These agreements have not been reduced to writing, have not been formally nor officially promulgated and are reported to be temporary policies evolved by WPB, FEA, Lend-Lease and State Department on the one side and by the British Board of Trade and the British Embassy on the other.

FEA and other agencies involved in handling the budding foreign trade obviously have not yet been basically organized in such a way that they have clear policies on the fundamentals.

## PEPPERMINT ORDER ISSUED

The peppermint order has just been published by WFA. There was no special reason for the delay. It was due to the normal caution with which everything in Government moves. The more signatures there are appended to any document, the less personal responsibility may be attached to any individual. Meanwhile, many appeals for relief from hardship caused by the peppermint "freeze" reached WFA. They ranged from applications for authority to use one-quarter pound to five pounds, and naturally still higher. But most of the thousand or more appeals come from those who wished to use up to five pounds. It also has become apparent that many growers are taking advantage of the opportunity to borrow money on the stock they hold. Banks and others, particularly in Indiana, will loan \$5.50 per pound on any holdings. This is equivalent to the ceiling price for growers, fixed by OPA. It had been anticipated OPA would in due time reach the conclusion that the prices for farmers and for merchandisers of peppermint oil must be raised somewhere to a figure in the neighborhood of \$7.70 and up. The normal production of peppermint involves a total of 37,000 to 40,000 acres. There was some fear that unless the prices were soon raised the farmers would grub out the root-stock and plant potatoes, onions and celery, all of which are profitable under existing conditions. This would obviously reduce the production potentials for peppermint materially. The great damage would result from the destruction of the root-stock. Any extensive reduction in acreage might set back the production for several years. The hope here was that OPA might be coaxed to act with unexpected speed; even when OPA finally made up its multimind the final decision had to be made by Messrs. Vinson and Byrnes, who determined that an increase would not raise the cost of living. In this instance that was easy. The manufacturer who absorbs the increase, is not expected to pass the increase along to the retailer. The consumer will still pay the same price for chewing gum and for other products involving peppermint.

On page 63 will be found a résumé of the terms of the order.

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... How the structure of the skin determines cosmetic action . . . how to avoid spoilage by using preservatives . . . how to prevent

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## FEA PROGRAM UNSETTLED

It is difficult to perceive the direction of the present program of FEA. The intra-agency adjustments have been so complicated that they have not reached a static settled basis. When the relatively permanent leadership in the constitution of the personnel emerges, the policies also will crystallize. At the beginning of the year the chief activity seems to be the effort to bring about the merger of the various offices and agencies which are part of the program. This includes OEW and the many licensing units. The State Department naturally has an important part in this shaking-down process. For the time being the WFA seems to have been placed on the sidelines, and its personnel acts mainly as consultants. But obviously, when the final program is evolved this agency will be one of the major constituents. No one knows yet how the practical aspects of the import machinery under FEA will operate. In North Africa and Italy—including Sicily—the operation is complicated by the military controls under AMGO. Apparently little exact knowledge has yet been received from either section about the resources available in essential oils and related products.

## EASEMENT OF ALCOHOL FOR SOME

Alcohol has been eased for pharmaceuticals, and others, who needed more to meet the demands created by the national epidemic of flu; but the greediness of some smart operators in the cosmetics and toiletries industries sharply restricted the supply for all smaller users. After the alcohol order went into effect the Chemicals people of WPB noticed there was a surprising increase in one-drum-per-month users. They started a nation-wide investigation, and they discovered that barbershops and beauty shops and similar small operators were buying an unprecedented quantity of one-drum purchases, and transforming the alcohol into something else. Further investigation revealed that the product made by the alcohol had scarcely any value, and was usually not sold retail by the purchasers. Finally it was found that practically all of the alcohol thus procured by the hundreds, possibly thousands of small operators, found its way into the hands of one or two larger operators, and these smart aleck operators used the virtually unspoiled alcohol for the production of lotions, perfumes and other toiletries in large quantities. As a result, Alcohol Administrator Bennett caused amendment of the original Order preventing purchase of alcohol by small operators who had not been in business prior to July, 1940. More-

over, those who had found relief relatively reasonable, by filing hardship appeals, abruptly found that only the utmost hardship would receive attention from the Alcohol Administrator. It is not the purpose to place obstacles in the way of deserving small operators, but at the same time the WPB officials wish to prevent any more smart practice such as was revealed in this one-drum-per-month alcohol classification. On the whole, little relief is in sight for those who are pinched in their supply of alcohol. The need is growing greater daily, but the production has not increased in proportion. All isopropyl alcohol was denied for cosmetics in December.

## A. L. KALISH DOES A GOOD JOB

A. L. Kalish of WFA who handles the peppermint problems, during December purchased for lend-lease account a small lot of grapefruit oil, and late in December invited bids on 10,000 pounds spearmint oil. Mr. Kalish, who is responsible for transactions in any kind of essential oil used in any relation to human needs outside of pharmaceutical requirements, has done a thankless job with skill and fairness.

## WALLACE WERBLE IN THE ARMY

Wallace Werble, publisher of a well-known trade report for the cosmetics and toiletries industries out of Washington, was inducted into the Army, January 4. His job has been taken over by Wallace Janssen, late of *Broadcasting Magazine*, and formerly of the *Glass Packer*.

## MISCELLANEOUS ITEMS

Federal Reserve System reports sales of cosmetics and toiletries increased 26 per cent last October over October the year before. The increase over 30 days previously was 16 per cent. The value of stocks was two per cent more this year than last year and four per cent less than 30 days previously. Food Order No. 30, was amended late in December to impose new specifications for the production of more glycerine from fats and oils used in the manufacture of soaps. United Kingdom reports domestic soap rationing has saved 18 per cent oils and fats in homes, and is expected to save larger quantities this year. The soap manufacturers of the United Kingdom interchange products, presumably swapping brands and customers, saving transportation. . . . New excise taxes, when fixed, are expected to go into effect by March 1. There are sound reasons for thinking the Social Security pay-roll taxes of one per cent on employers and one per cent on employees will be held at the present level.

without change for another year. Roosevelt wishes extension of coverage to other sections of the population, and wishes increase in disability and hospitalization insurance. But the figures reveal no increase in collections is necessary to carry on at present levels. Congress is not anxious to add to the financial burdens of the population. Therefore, unless the Federal Bureaus exert exceptional pressure, it is likely that Congress will not raise the present rate. Congress particularly will refrain from the action if its constituents place themselves on record as opposed to any increase at this time.

Apparently at the instigation of the Duke of Windsor, officials of several different agencies of the Federal Government have initiated a survey to determine whether or not aromatic plants may be grown and harvested in the Bahamas, and distilled for the American market to be used in cosmetics, flavors and foods.

## GLASS CONTAINER ORDERS

The new order controlling the supply of glass containers for cosmetics and toiletries, issued January 6, combines with it M-104, dealing with closures.

The new L-103-b is more liberal in its restrictions than had at first been anticipated. The quota for containers is 100 per cent of those used in 1943. As the previous order did not go into effect until the middle of the year, the 100 per cent quota includes the first six months of the year upon which there was no restriction.

The closure section grants 85 per cent of metal closures for wide mouth containers and 50 per cent for narrow mouth containers, based upon the 1943 usage. The order was prepared by Hugh A. Carroll and his assistant, Torrey Wilkins, who are in charge of administration of glass containers for cosmetics and toiletries. The order augurs well for the industry.

## DECEMBER ALLOCATIONS

Methyl ethyl ketone was allocated 100 per cent for synthetic flavors, soaps, and cosmetics. Phosphorous was allocated 36 per cent for dentifrices, 60 per cent for soaps and detergents. Polyvinyl acetate was allocated 100 per cent for chewing gum. In Guatemala exports of citronella, eucalyptus and lemongrass oils increased over 33 per cent in volume and 70 per cent in value. Lend-lease, for export, purchased in October 5832 pounds allspice, and 168,878 pounds pepper. For the same month the purchases of grapefruit oil amounted to 2500 pounds; concentrated lemon juice, 385,164 pounds; concentrated orange juice, 2,481,036.

# War Check List for Dec.—Government Regulations

*Digest of Federal rules and regulations on price control, allocations and other regulatory measures of cosmetic, soap and flavoring industries issued or proposed during the past month*

## **L-103-b absorbs M-104— M-104 revoked**

Order L-103-b covering glass containers has been issued by the War Production Board. Combined with the order is M-104 dealing with closures.

According to L-103-b the use of glass containers by the industry during 1944 has been placed on a basis of 100 per cent of usage of containers during the year 1943 and not as the previous order was, on the basis of acceptance of delivery. As the former order went into effect in the middle of the year the 100 per cent quota allowed for 1944 is in most cases more generous, as there were no restrictions on usage from Jan. 1 to June 30, 1943.

In the closure section, allotment will be 85 per cent metal closures for wide-mouthed containers used in 1943 and 50 per cent of the closures for narrow-mouthed containers used in 1943. This percentage applies only to metal, not to the various other types that are used and which have been developed due to the lack of metal.

## **Suspension of castor oil allocations extended**

The War Food Administration has suspended allocation of castor oil in the cosmetic industry for the period of January 1, 1944, through March 31, 1944, thus extending for three months the current suspension order which became effective October 1, 1943. The extension by amendment to FDO-32 is made possible by the continued improvement in inventories of both castor oil and the beans from which it is crushed.

## **Reporting exempt use of fats and oils simplified**

A simplified procedure by which manufacturers may apply for exemptions from quota restrictions in the industrial use of fats and oils under Food Distribution Order 42 has been announced by the WFA, necessitating the recording of only the quantities of oil in-

volved, and a certification that they were used in products manufactured for government procurement agencies which are exempt under the regulations.

The new form is to be filed in duplicate and postmarked not later than the 15th of the month following use of the oils claimed exempt. If filed after that date the claim will be denied.

## **Glycerine recovery restrictions liberalized by amendment**

Soap manufacturers, using a maximum of 150,000 pounds of fats and oils per quarter are exempt from glycerine recovery restrictions and reporting requirements as of January 1, 1944, under the new liberalized regulations issued by the War Food Administration.

Due to a better position of glycerine and also to the fact that smaller soap manufacturers found it extremely difficult to comply with the terms of the order, the quantity of fats and oils and fatty acids permitted in soap making without recovery restrictions has been increased from 10,000 per month to 150,000 pounds per month.

The amendment also simplifies the reporting requirements. Producers affected by the order now are required to report quarterly instead of monthly.

## **Titanium dioxide control altered by M-353**

Effective December 6th, preference ratings below AA-2 for pure titanium dioxide are voided under the terms of Conservation Order M-353 except on military orders. Non-military orders not bearing an AA-2 rating will be filled as non-rated orders to the extent that supplies are available. The trade believes that a more equitable distribution will result.

## **Inventory restrictions on fatty acids**

Food Distribution Order 87 has been amended so as to control the inventories of users of fatty acids.

## **Conservation Order M-81 further amended**

Under conservation Order M-81 amendment a considerable number of products have been added to the list which may be packed in cans, among which of interest to the industry are alcohol, where the pharmaceutical and chemically pure grade is allowed to be packed in one gallon cans made of tinplate of 1.25 tin and the industrial grade may be packed in one gallon cans with bodies made of specially coated manufacturer's terneplate and the ends of blackplate.

The amendment also permits all soap paste, including paste cleaners to be packed in cans. The packing quota is 125 per cent of the 1942 quota; the size is one-pound cans and both bodies and ends must be made of blackplate.

This order, however, does not permit the packing of cosmetics and toilet preparations in cans.

## **Polypectaerythritol substitute for tung oil under Order M-25**

Polypectaerythritol, a new product used as a substitute for tung oil, is under the general preference order M-25, which governs its production, distribution and consumption.

Consumers are required to file applications monthly on form WPB-2945, giving complete and specific end-use information. Producers must use form WPB-2946 for the information required by M-25.

## **Possible ex-quota for soap sales to ship chandlers**

Food Distribution Regulation 3, effective December 1, permits sale of bar soaps and soap powders to licensed chandlers to be ex-quota when a certificate is given that the soap is to be supplied by them only to vessels operated for the account of the United States. The regulation sets forth the manner of licensing and the form of certificate to support the exemption.

(Turn to page 77)







# U.S.I. CHEMICAL NEWS

January



A Monthly Series for Chemists and Executives of the Solvents and Chemical Consuming Industries



1944

## "Arylides" Improve Tinctorial Strength of Yellow Dyes

### U. S. I. Line of Acetoacetylides Replacing Scarce Chrome Yellows

The acetoacetylides have recently taken on added importance as intermediates for yellow pigment dyestuffs due to the present restrictions on chrome yellows. As a result it is anticipated that the use of these "arylides" will grow substantially as their advantages becomes more widely known. Among the advantages of the yellows made from these intermediates are much greater tinctorial strength and higher alkali resistance.

The acetoacetylides are used in the manufacture of Hansa yellows and the newer benzidine yellows. Hansa yellows are coupling products of acetoacetylides with diazotized aniline derivatives. Benzidine yellows were first described in German Patent No. 251,479 issued in 1911, and are made by combining tetrazo benzidine with acetoacetylides. Hansa yellows are particularly resistant to the action of alkalis and of sunlight. Benzidine yellows are non-bleeding in water, dilute acids and alkalis. In addition, they are fairly resistant to melted paraffin, alcohol, and other common organic solvents except chloroform.

By varying the intermediates used, a large number of yellow dyestuffs can be produced having different characteristics, such as shade, and fastness to various agents; thus the class as a whole has many wide fields of application. A great many factors during production influence the quality and uniformity of these end-products, of which one of the most important is purity of the intermediates. The exacting production methods of U. S. I. reduce impurities to an unobjectionable minimum.

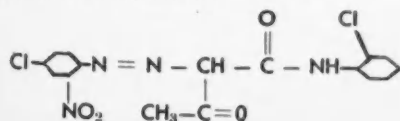
On a commercial scale, U. S. I. produces:  
acetoacetyl-aniline  
acetoacetyl-ortho-chloroaniline  
acetoacetyl-para-chloroaniline  
acetoacetyl-ortho-toluidine  
acetoacetyl-ortho-anisidine

In addition, U. S. I. has developed the following new compounds:

acetoacetyl-para-anisidine  
acetoacetyl-para-phenetidine  
acetoacetyl-alpha-naphthylamine  
NN'-diacetoacetylbenzidine  
acetoacetyl-cresidine  
acetoacetyl-dianisidine  
diacetoacetyl-meta-toluylenediamine  
ortho-phenylacetoacetyl-aniline  
acetoacetyl-para-nitroaniline

Sample quantities of these are available for laboratory experimentation.

Illustration: Hansa yellow 3G.



A typical "arylide" end product, Hansa yellow 3G. Diazotized p-chloro-o-nitro aniline coupled with acetoacetyl-ortho-chloroaniline.

**WESTERN  
UNION**  
NAH104 GOVT LG-G1 NEW YORK  
NY 16 107P DECEMBER 16, 1943

TO THE MEN AND WOMEN OF THE U. S. INDUSTRIAL CHEMICALS, INC.  
60 EAST 42 STREET NEW YORK  
REPORTS FROM WAR FRONTS TESTIFY TO THE IMPORTANCE OF ATABRINE WHICH HAS PROVEN AN EXCELLENT SUBSTITUTE FOR QUININE THIS PRODUCT HAS FILLED A NEED OF THE MEDICAL CORPS AND IS RESPONSIBLE NOT ONLY FOR THE MAINTENANCE OF HEALTH OF OUR TROOPS BUT FOR SAVING OF LIVES YOUR VIGOROUS EFFORTS TO INCREASE THE PRODUCTION OF THE ESSENTIAL INGREDIENT ETHYLACETOACETATE IS DESERVING OF SPECIAL COMMENDATION YOU MAY BE PROUD OF YOUR CONTRIBUTION TO THE WAR EFFORT.

KIRK MAJOR GENERAL  
SURGEON GENERAL OF THE ARMY  
WASHINGTON, D.C.

## New Uses Seen for Ethyl Sodium Oxalacetate

Research chemists have long been aware of the broad potentialities of the ethyl ester of oxalacetic acid. Many interesting reactions have been suggested and studied. Usually, however, efforts to put these reactions to commercial use have been balked by the instability of the ethyl ester.

With the introduction of U. S. I.'s sodium derivative—ethyl sodium oxalacetate—this stumbling block was moved aside. In a comparatively brief period, this unusual new intermediate has found acceptance on a tonnage scale in the synthesis of both dyestuffs and pharmaceuticals, particularly the tartrazine and pyrazole groups. Its structure, moreover, suggests a variety of other possible reactions which will find increasing use in the preparation of many new products.

**Fight Infantile Paralysis  
JOIN THE MARCH OF DIMES  
January 14 to 31**

Ethyl sodium oxalacetate is prepared by reacting ethyl acetate and diethyl oxalate with metallic sodium. It is a fine granular powder, light yellow in color, and, as manufactured by U. S. I., has a purity of not less than 92%. Its stability is shown by the fact that a sample previously dried at 100° for one hour loses not more than 3% of its weight in an additional 24 hours at 100°. Ethyl sodium oxalacetate may be used in most reactions in place of oxalacetic acid.

(Continued on next page)

## New Alkyd Resin Meets Revisions in U.S.M.C. "Specs"

### S & W Division Also Announces Resin Replacement Available for Civilian Applications

In its all-out effort to give America's vast maritime fleet the staunchest possible protection against rust, the U. S. Maritime Commission is constantly aiming to upgrade its specifications for paint. Recently announced was the specification for a new alkyd resin to provide even greater durability, flexibility and adhesion in primers.

To meet this specification (52-MC-21) calling for a long, pure-linseed-oil modified



Photo courtesy U. S. Maritime Commission

Off the ways, and on its way to join America's Victory Fleet! Many of these U.S.M.C. ships are protected against constant exposure to the elements by coatings formulated with S&W Resins.

alkyd resin, U. S. I.'s Stroock & Wittenberg Division announces a new, specially-developed resin, Aroplaz 1244, possessing the following physical constants:

Viscosity (G-H) at 70% solids.....Y minus - ZI

" (G-H) (when thinned further to 50% solids in Mineral Spirits).....C - G

Color (G-H 1933).....7 - 12

Acid Value of Plastic.....Below 10

Wt./Gal. @ 25° C. at 70% solids.....7.92 - 8.08 lbs.

Aroplaz 1244 fully meets the new U. S. M. C. resin specification. It has been thoroughly tested in the formulation of paints based on these two new U.S.M.C. primer specifications:

52-MC-23 Primer red lead, quick-drying

(synthetic). This specification super-

cedes MC-52-A-1 (Class XXII)

52-MC-29 Primer, zinc chromate.

### New Resin for Civilian Work

Another development, interesting not only from the viewpoint of performance, but particularly because of its availability, is Stroock & Wittenberg's Aroplaz 1306 Solution (75%

(Continued on next page)



**New Alkyd Resins**

(Continued from preceding page)

solids in mineral spirits). The physical constants of this new resin are:

Viscosity (G-H) at 75% solids.....	Y - ZI
Color (G-H 1933).....	7 - 9
Acid Value of Plastic.....	10 - 20
Wt./Gal. @ 25° C. at 75% solids.....	7.9 lbs.

The solution is so adjusted that when reduced to 50% solids, the viscosity is suitable for use as a normal enamel vehicle.

Excellent white enamels can be produced with this material, approaching the whiteness obtained with the usual alkyd types now no longer available for civilian work because of Government restrictions.

Aroplaz 1306 has good color retention when compared to maleic resin varnishes, and is far superior to Ester Gum and phenolic resin varnishes. This important resin is now available without allocation.

Additional data regarding both of these resins, as well as samples, are available.

**Inhibits Crystallization in Anodic Metal Polishing**

A recently granted patent on the composition of an electrolyte bath for the anodic polishing of stainless iron and stainless steel covers the use of an alcohol to inhibit crystallization upon chilling. The electrolyte mixture described consists of a water-soluble aliphatic carboxylic acid, a member of the group consisting of mono-, di- and tri-hydric aliphatic alcohols and mixtures thereof having up to 5 carbon atoms, and a soluble compound having a sulphate radical which provides a sulphate ion in the bath. The alcohol is used in an amount less than approximately 10 percent by volume, water in an amount less than approximately 50 percent by weight of the bath.

**Patents Synthesis of New Organometallic Compounds**

A solution of an organometallic compound is prepared, according to a recent British patent, by treating an anhydrous tetrahalide of titanium, zirconium, or silicon with an anhydrous amine, in an anhydrous solvent. The compound formed is of the general formula (AmX)<sub>4</sub>M(Am), in which Am is an organic amine, X is a halogen and M is titanium, zirconium or silicon. The amines can be either alkyl or aryl. Suitable solvents include anhydrous ethanol and butanol.

**"Hammered" Appearance Simulated on Metals**

A method of applying coatings which dry to a hard finish and give the appearance of metallic craters produced by hammering, has been patented. The method involves application of a mixture containing a film-forming agent, a solvent, a granular pigment, and a flake metallic powder.

The film is allowed partially to set and is then spattered with a highly volatile solvent such as ethyl alcohol. The solvent is applied in the form of coarse droplets under a fluid pressure of about 2 pounds and an air pressure of less than 15 pounds. The drops of solvent dissolve the film-forming agent, producing the effect of small craters.

**Ethyl Sodium Oxalacetate**

(Continued from preceding page)

ester, but if desired the latter may readily be regenerated from the sodium derivative by dilute acids.

Typical reactions of oxalacetic ester in which the more stable sodium derivative might be used, include:

1. Ammonia and many of the primary and secondary amines add on to oxalacetic ester. The resulting products may be converted to the amines of oxalacetic acid lactone ester.

2. If aldehydes are present when certain amines are condensed with oxalacetic ester, dioxopyrrolidine carboxylic acids are formed.

3. Urea's condensation with ethyl oxalacetate is of interest because both amino groups react, the product being ethyl uracil-4-carboxylate. The free acid melts at 347° C. and is so stable that up to 185° to 205° C., 20% sulfuric acid has no effect on it.

4. In the presence of pyridine, ethyl oxalacetate and ethyl cyanoacetate form triethyl cyanoacetonate.

5. With hydrochloric acid, oxalacetic ester is converted into derivatives of alpha-pyrone.

6. According to a recent article, oxalacetic acid is reduced by yeast to malic acid.

7. In the presence of piperidine or diethyl amine, 2 molecules of oxalacetic ester condense with one molecule of an acyclic aldehyde.

8. Acetic anhydride and oxalacetic ester form ethyl acetoxyfumarate.

9. Heated to 250-350° C., oxalacetic ester loses carbon monoxide and forms ethyl malonate.

Samples of ethyl sodium oxalacetate are available from U. S. I. upon request.

**TECHNICAL DEVELOPMENTS**

Further information on these items may be obtained by writing to U.S.I.

**Paint recovery**, from water used in spray booths, is aided by a new product which prevents formation of scum and makes for a smooth, readily-dispersible sludge. (No. 769)

**Refractive index**, as an indication of liquid purity, can now be measured continuously, by means of a new refractometer embracing a dipping liquid prism mounted in a pressure cell through which the liquid flows. Developed for indicating the purity of butadiene, the instrument promises time-saving applications in many other fields. (No. 770)

**A penicillium nutrient medium**, said to produce cultural conditions favorable to increased production of penicillin, is announced. (No. 771)

**Measuring density** of transparent films, gases, liquids and plastics is said to be simple and extremely accurate with a new photoelectric system. The maker reports successful use of new system in controlling transparency of optical filters, turbidity of liquids, density of flue gases, etc. (No. 772)

**A portable CO<sub>2</sub> analyzer** is claimed to simplify on-the-spot analysis that a complete test of flue gas can be made in 40 seconds. (No. 773)

**Heat-Resistant Gloves**, in which a wool lining replaces scarce asbestos, are now being offered in a one-fingered mitt pattern designed to permit ventilation and assure comfort to the wearer. (No. 774)

**Chemical stoneware**, featuring new, high heat-shock resistance, is reported to possess 27% higher mechanical strength than usual stoneware, 400% greater thermal conductivity, and to be less porous. The new equipment, available in capacities up to 1000 gallons, can be heated by hot gases, direct steam, or even open flame, says the maker. (No. 775)

**A new synthetic rubber**, the sixth major type, has been developed. Promising higher resistance to solvents and other penetrating chemicals than either natural rubber or former synthetics the new rubber opens interesting possibilities in the manufacture of many specialties—from oil hoses to raincoats that can be dry cleaned. The new product is said to be odorless and more resistant than other synthetics to sunlight, ozone, and oxygen. (No. 776)

**Internal inspection** of molded plastic, rubber, ceramic and light alloy parts is possible with a new electronic machine which provides for both fluoroscopic and radiographic examination. Operating on standard 110-volt circuits the machine handles objects up to 21"x18"x9" in size. (No. 778)

**Users of transparent prints** (ammonia process) are invited to try out a new product said to speed up printing and developing, give sharp images, and pick up delicate detail. The maker offers to furnish free trial samples to 100 users with the understanding that they will report on the results obtained. (No. 779)

**U.S.I. INDUSTRIAL CHEMICALS, INC.**

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Fusel Oil—Refined

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Specialty Denatured—all regular and anhydrous formulas  
Completely Denatured—all regular and anhydrous formulas  
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Absolute  
Super Pyro Anti-freeze  
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**ANISOL**

Anisol M  
Anisol PR

**ACETIC ESTERS**

Amyl Acetate  
Butyl Acetate  
Ethyl Acetate

**OXALIC ESTERS**

Dibutyl Oxalate  
Diethyl Oxalate

**PHTHALIC ESTERS**

Diamyl Phthalate  
Dibutyl Phthalate  
Diethyl Phthalate

**OTHER ESTERS**

Diatol  
Diethyl Carbonate  
Ethyl Chloroacetate  
Ethyl Formate

**INTERMEDIATES**

Acetoacetanilide  
Acetoacet ortho-aniside  
Acetoacet ortho-chloranilide  
Acetoacet para-chloranilide  
Ethyl Acetoacetate  
Ethyl Benzoylacetate  
Ethyl Sodium Oxalacetate

**ETHERS**

Ethyl Ether  
Ethyl Ether Absolute—A.C.S.

**RESINS**

Natural  
Synthetic

**ACETONE**

Chemically Pure

**FEED CONCENTRATES**

Curbay B-G  
Curbay Special Liquid  
Vacatone-40

**OTHER PRODUCTS**

Celluloids  
Ethylene  
Ethylene Glycol  
Indalone  
Nitrocellulose Solutions  
Urethan

Registered Trade Mark







### **New Glycerine Regulations Effective January 1**

New glycerine regulations, effective January 1, have been issued by WFA. The Order, No. 34, divides the controls over two groups, Schedule A covering military and strictly essential war uses; and Group B covering all other uses. Cosmetics, toiletries, dentifrices, shaving soaps and creams, and flavors come under Schedule B. Item 6 of the Order covers cosmetics, toiletries, dentifrices and shaving soaps and creams, and Item 2 covers flavors in beverages, candies, and gums.

The Order provides that the cosmetics, toiletries, dentifrices, shaving soaps and creams manufacturers, and manufacturers of flavored beverages, candies, gums, may use 100 per cent of the volume of glycerine they used in a comparable quarter of 1940, plus 3500 pounds for each quarter.

Manufacturers who did not use glycerine for the indicated purposes in any quarter of 1940, however, are entitled to obtain 3500 pounds glycerine each quarter.

There are no restrictions on delivery or acceptance of delivery of glycerine. An amendment to FDO-33 raises the permitted glycerine content of soap to one per cent, and exempts from recovery restrictions 150,000 counts of fats and oils per quarter.

### **Allocation Order M-203 dealing with plasticizers amended**

Allocation Order M-203 as amended Jan. 6, places restrictions on the use and delivery of phthalate plasticizers. No producer or distributor shall use or deliver phthalate plasticizers, and no person shall accept delivery of same from a producer or distributor except as specifically authorized by WPB, and each person authorized by WPB to receive delivery must use the plasticizer for the purpose authorized.

### **Alien property custodian Order 16—trade marks, etc.**

General Order 16 of the Alien Property Custodian requires that every person having or claiming any interest in any trade mark, whether or not it is registered in the United States Patent Office, or in any commercial print or label subject to copyrights under the laws of the United States to file a report on or before Feb. 1, 1944, with respect to each such trade mark, commercial print or label, if (1) such person had obtained any interest, whether or not recorded in the United States Patent Office or in the United States Copyright Office, in such trade mark, commercial print or label from any designated foreign na-

tional or anyone on his behalf at any time on or since Jan. 1, 1939, or (2) regardless of the date on which such interest was obtained (a) any designated foreign national or anyone on his behalf holds or claims on the date of the report made hereunder any interest in such trade mark, commercial print or label and (b) monies or other things of value with respect thereto, exclusive of offset, were or are owing, having been paid or have become payable by such person to any designated foreign national or to anyone on his behalf at any time from Jan. 1, 1939, to the date of the report made hereunder.

### **Steel Shipping Drum Order L-197 amended**

Limitation Order L-197 which covers the use of steel shipping drums has been amended. Under the terms of the amended order, it is not permitted that any person use any drum for packing a product which he did not pack in drums before Sept. 14, 1942, neither shall any person pack in a new drum or in a reject or second, any product listed with a single asterisk in Schedule "A," nor those marked with a double asterisk unless he has received specific authorization to do so by the War Production Board. Drums authorized for use prior to Oct. 2, 1943, are excepted on appeal.

Manufacturers of drums are not permitted to deliver new drums or any parts of new drums without a receipt of authorization from the purchaser.

### **Lead-free zinc oxide under allocation (M-11-a)**

Lead-free zinc oxide, defined as any grade of zinc oxide containing 98 per cent or more of zinc in the oxide form, has been placed under allocation by amendment to General Preference Order M-11-a. Under the WPB amendment producers and dealers may deliver lead-free zinc oxide without special authorization if the delivery in question, combined with all other deliveries to the purchaser during any calendar month, do not aggregate more than two tons, unless special permission has been requested for that particular month. M-11-a amended, however, does not permit use in soap.

### **Limitation Order L-72—razor blade order—revoked**

The War Production Board has revoked Limitation Order L-72 covering the manufacture of razors and razor blades. However, this does not mean that the manufacture of these products does not remain subject to all other applicable regulations and orders placed upon them.

### **Limitation Order L-232 on wooden shipping containers amended**

An amendment to Limitation Order L-232 covering the use of wooden shipping containers has been issued. As far as the industry is concerned the only section of interest is the addition of scouring and cleaning compounds and detergents to the list of products which may not be shipped in wooden shipping containers. However, this provision does not concern such products as were already packed for shipment on Jan. 3, 1944.

### **Peppermint oil Order FDO-81 amended**

The War Food Administration has amended Order FDO-81 dealing with the use of peppermint oil. Details of this order will be found on page 63 of this issue.

### **Peanut Food Order changed—Order FDO-89 issued**

Food Distribution Order 78 relating to the allocation and use of peanuts and peanut butter has been terminated and a superseding order, FDO-89 has been issued, which empowers the director to prescribe quotas for peanuts and peanut butter and also authorizes the director to require reports from industrial users.

### **Canadian order holds fiber shipping containers for essential use**

Fiber shipping containers will be reserved for essential users under a War-time Prices and Trade Board of Canada order announced recently which sets quotas for various classes of users and prohibits manufacture of certain non-essential types.

Under the order, effective immediately, the manufacture of display shippers, counter boxes, retail gift boxes and bottle and can carry-outs is prohibited.

Use of shipping containers for wholesale and retail deliveries is restricted to 65 per cent quota based on deliveries during each calendar quarter-year of the 12 months ended last Sept. 30.

Other articles placed on the same quota basis for containers are cosmetics and perfumes. Products placed on an 80 per cent basis include alcoholic beverages, non-alcoholic beverages and soap.

The Board said it was expected the quota restrictions would ease the short supply of situation, but added that there was no assurance the full quotas established for the various types of products and uses would be available immediately.



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BERGAMOT  
ARTIFICIAL  
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**CONTROLLED AS TO CHEMICAL  
PURITY, ALSO PARTICLE SIZE  
AND SHAPE...TO INSURE BEST  
SLIP AND COVERING PROPERTIES**

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Silver Lake Talc 1 S

Silver Lake Talc N S

Silver Lake Talc L S

Cosmetic Talc 1 S

•

Prompt carload shipments from mills at Los Angeles and Keeler, California. Less carlots from warehouse stocks in New York, Chicago, Cleveland, Boston and Philadelphia.

Details of chemical analysis, bulking value and mesh will be sent upon request.

•

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CLEVELAND • GLOVERSVILLE, N. Y. • PHILADELPHIA



## Trade Jottings for Month of Dec.

DELETTREZ, INC., is now including a new war-time feather mascara brush with its mascara for complete eyelash grooming. One side of the brush is used for applying mascara, the other for brushing out the stiffness.

SHULTON, INC., New York, N. Y., manufacturer of Early American Old Spice and Early American Friendship's Garden toiletries, has announced that Harold McGann, sales representative covering the Brooklyn and Long Island territory, joined the U. S. Army on Dec. 4, 1943.

SHULTON, INC., on Saturday, Dec. 18, held its sixth annual Christmas luncheon and dance at the Hotel Astor, New York, N. Y. All employees of the Hoboken and New York offices attended.

Due to the increase in personnel during the past year, this year's party was held in the Grand Ball Room of the



Seated at their special Christmas table are Pfc. Vic Buzzerio, Sgt. Alex Beal and Pvt. Wallace Cooke. Standing, Daniel Camporeale, Miriam Gibson, Viola Addeo, John Smith.

hotel. More than 850 persons were in attendance. Jonny Dunlop's orchestra furnished the music.

George L. Schultz, vice-president of Shulton, presided, and gave a welcome to the four Shulton service men who were able to attend: Pvt. Wallace Cooke, Sgt. Alex Beal, and Pfc. Vic Buzzerio, S/2 Herman Rothstein. He also read a telegram from his father,

William L. Schultz, president, who sent personal Christmas greetings to all present.

J. B. WILLIAMS Co. has announced the addition of 18 Columbia Broadcasting System stations to the network of its "William L. Shirer and the News" program. This increase, effective Jan. 2, brought the total network of the program to 64 outlets.

WOODBURY creams, beginning Jan. 1, have received new labels bearing more descriptive names than the old labels. Label changes for Woodbury creams are as follows: Woodbury Complete Beauty Cream, formerly Cold Cream; Woodbury Oily Skin Cleansing Cream, formerly Cleansing Cream; Woodbury Special Dry Skin Cream, formerly Dry Skin Cream; Woodbury Creampuff Powder Base, formerly Foundation Cream; and Woodbury Protective Makeup Film, formerly Facial Cream.

The newly-labeled creams will be introduced with color advertising in leading magazines. A popular radio show, "Mr. and Mrs. North" will feature Woodbury Complete Beauty Cream.

YARDLEY & CO., LTD., New York, N. Y., has announced the return of Irving Goodwin, general sales manager, from a three-week's trip to the West Coast. He stopped off in Chicago among other cities on his way out.

W. L. SIMS II, formerly of Colgate-Palmolive-Peet Co., has been appointed Price Executive of OPA's Drugs and Chemicals Branch. Mr. Sims succeeds Joseph D. Coppock who has joined the Office of Strategic Services.

GEORGE W. LUFT has planned one of the largest campaigns for Tangee Lipstick and other beauty products ever undertaken in Latin America, according to Export Advertising, New York agency.

SOLON PALMER, perfumer, New York, has enrolled his entire staff in the medical and surgical care plan of Group Health Cooperative, a non-profit corporation which provides protection against the cost of doctors' bills to employee, union, fraternal and cooperative groups in southern New York State. Announcement of the enrollment was made this week by Winslow Carlton, executive director of the Cooperative.

The entire premium for this insurance for each employee will be paid by Solon Palmer and premiums for employee dependents are being paid through payroll deduction. This will entitle all those covered to surgical and maternity care in the hospital, the doctor's office or the home, and medical care in cases requiring hospitalization.

Group Health Cooperative, Inc., is supervised by the New York State Insurance Department, and its plan has been approved by the New York, Kings, Queens and Westchester County Medical Societies. Over 3000 physicians and surgeons, representing every hospital in the metropolitan area and covering all specialized fields of medicine, are offering their services to subscribers.



LEFT TO RIGHT: Frank Kloman of Charles of the Ritz; William E. Cotter, Counsel for Union Carbide Company; B. G. Hines, managing director of the Hotel Roosevelt, shown discussing ways and means of reaching the thousand employed in their respective industries during the Fourth War Loan, beginning January 18th. Conference was held Dec. 29.

### RADIO COMMENT

CONSOLIDATED ROYAL CHEMICAL CORP., for Krank's Shave Kreem, has renewed its sponsorship of a five-minute news broadcast over WABC, Columbia Broadcasting System.

LEVER BROTHERS Co., Chicago, Ill., sponsor of three full-network programs over the Columbia Broadcasting System, has announced the renewal of its "Lux Radio Theater."

PROCTER & GAMBLE Co., Cincinnati, Ohio, has renewed its sponsorship of five Columbia Broadcasting System programs including "The Goldbergs," "Life Can Be Beautiful," "Bernadine Flynn—News," "Ma Perkins" and "Perry Mason." All five shows are heard Mondays through Fridays.



Revlon's eleventh annual sales meeting held at the Hotel Savoy-Plaza, New York, December, 1943.

# BRIDGEPORT...

For the past two years our facilities have been devoted almost exclusively to the production of war materials. We have been fortunate, in that we have been able to handle this work on the same equipment used for our regular peace time products, and, consequently, when material again becomes available for lipstick containers, vanity cases and other metal cosmetic items we will be prepared to start producing our regular line immediately. If you too are planning your post war program, we will be glad to assist you.

## THE **BRIDGEPORT** METAL GOODS MFG. CO.

BRIDGEPORT

Established 1909

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VANITY CASES • ROUGE CASES • PASTE ROUGE CONTAINERS • LIPSTICK HOLDERS (ALL TYPES) • POWDER BOX COVERS • EYEBROW PENCIL HOLDERS • BOTTLE CAPS • JAR CAPS • METAL NOVELTIES TO ORDER

These Five NORTHWESTERN Ethyl Esters will add much to the quality of your products.

# ETHYL

**BUTYRATE  
CAPROATE  
FORMATE  
BENZOATE  
VALERATE**

**THE NORTHWESTERN CHEMICAL CO**  
INCORPORATED 1882  
WAUWATOSA, WISCONSIN  
THE LARGEST MAKERS OF BUTYRIC ETHER IN THE WORLD

# NEWS and EVENTS

## E. Neville succeeds R. G. Brown as Roure-DuPont representative

Edgar Neville has been appointed Chicago and mid-west sales representative for Roure-Dupont, Inc., with offices at 510 North Dearborn St., Chicago, Ill. Mr. Neville assumed his new position January 1. Prior to joining Roure-Dupont, Inc., Mr. Neville was associated with Procter & Gamble, Inc., Cincinnati, Ohio, for 26 years in Chicago. He succeeds the late Russell G. Brown who died suddenly last August 31 at the age of 48 years. Mr. Brown had been associated with Roure-Dupont for 16 years and had won many friends, particularly in Chicago and New York. He is survived by his widow and a daughter.

## Scientific Section of T.G.A. to hold meeting January 26th

The first meeting of the Scientific Section of the Toilet Goods Ass'n will be held at the Waldorf-Astoria Hotel, New York, N. Y., on Jan. 26. Both members and non-members of the Section and of the Association are invited to attend.

The program will consist of technical papers including a wide variety on subjects of interest to manufacturers and suppliers engaged in the industry. The authors include: H. L. Brooks, Dr. W. C. Bainbridge, F. H. Buckwalter, B. E. Cash, Dr. Dan Dahle, N. T. Gorchoff, James H. Hall, Walter Mueller, D. F. Nealon, Dr. Louis Schwartz, Dr. Harvey Seil and Dr. M. L. Tainter.

## G. S. McMillan appointed public relations director of Bristol-Myers

Bristol-Myers Co. has announced the appointment of George S. McMillan, since 1936 secretary of the Association of National Advertisers, as director of public relations. Mr. McMillan succeeds Sherwood Clarke Chatfield, who will henceforth devote full time to the post of director of personnel for Bristol-Myers and affiliated companies.

After demobilization in 1919, Mr. McMillan spent ten years with the

*Tea & Coffee Trade Journal* as managing editor. In 1929, he became assistant managing director of the A.N.A., and in 1936 moved up to the post of secretary of the Association.

Sherwood C. Chatfield, who joined Bristol-Myers May 15, 1941, as director of public relations, recently had his duties extended to cover personnel work involving all divisions of the company.

## Standard Synthetics moves to more convenient location

Standard Synthetics, Inc., New York, N. Y., are moving their offices, warehouse, and laboratory on or about January 15, 1944, to more convenient premises at 30 West 26th Street, New York 10, N. Y.

This move will enable the firm to take care of greatly increased business.

## Parfums Weil Paris enrolls employees in hospitalization plan

Parfums Weil Paris Co., New York, N. Y., has enrolled its staff in the medical and surgical care plan of Group Health Cooperative, according to an announcement by Winslow Carlton, executive director of the Cooperative. According to arrangements made with the company, the entire premium for this insurance for each employee will be paid by Parfums Weil, and premiums for employee dependents are being paid through payroll deduction.

## Chemical Salesmen's Association elects F. G. Fanning president

The Salesmen's Ass'n of the American Chemical Industry has elected Frank G. Fanning, N. I. Malmstrom & Co., president, and Charles F. Alexander, L. Sonneborn Sons, Inc., vice-president; James McInnes, Jr., Commercial Solvents Corp., treasurer; James E. Ferris, Niagara Alkali Co., secretary. The executive committee members elected for 1944 to 1946 are: Frank J. McHugh, N. Y. Quinine & Chemical Works, and Charles V. Douglas, Diamond Alkali Co.

## V. G. Fourman and I. Bennett form Syntomatic Corporation

Irving Bennett and Dr. Victor G. Fourman have formed the Syntomatic Corporation, with offices at 114 East 32nd Street, New York, N. Y., having both resigned from Compagnie Parento, Inc., as of December 1, 1943.

The president of the new corporation will be Dr. Fourman and the vice-president, Mr. Bennett.

Dr. Fourman received his Doctorate in Organic Chemistry at Columbia University where he carried out research work on many perfume aromatics and on catalytic dehydration. He was a Research Fellow of the Associated



Irving Bennett



Dr. V. G. Fourman

Manufacturers of Toilet Articles, now the Toilet Goods Association. At one time he was a research chemist for the Dermatological Laboratories of Philadelphia. He has contributed many articles to the scientific and trade journals on the chemistry of perfume and cosmetic materials. He has many friends both here and in Europe where he spent a number of years in travel and study. A member of the honorary scientific Society of Sigma Xi and other scientific organizations, he is recognized for his attainments in his chosen field. For the past ten years he was chief chemist of Compagnie Parento, Inc.

Mr. Irving Bennett is a well-known sales personality in the trade, having begun his career in the industry in 1922 with the late Dr. Szamatolski, who headed the Standard Chemical Company and pioneered in the production of some of the basic outstanding aromatics of today. When this com-

# PERFUMERS

BASIC MATERIALS



## Caleptone D.

Caleptone D is decidedly a fixative with a low vapor pressure, neutral odor character and high co-solvent action. Can be used in any compound where a fixative is needed. Contains a faint musky odor.

Write for samples and further information.



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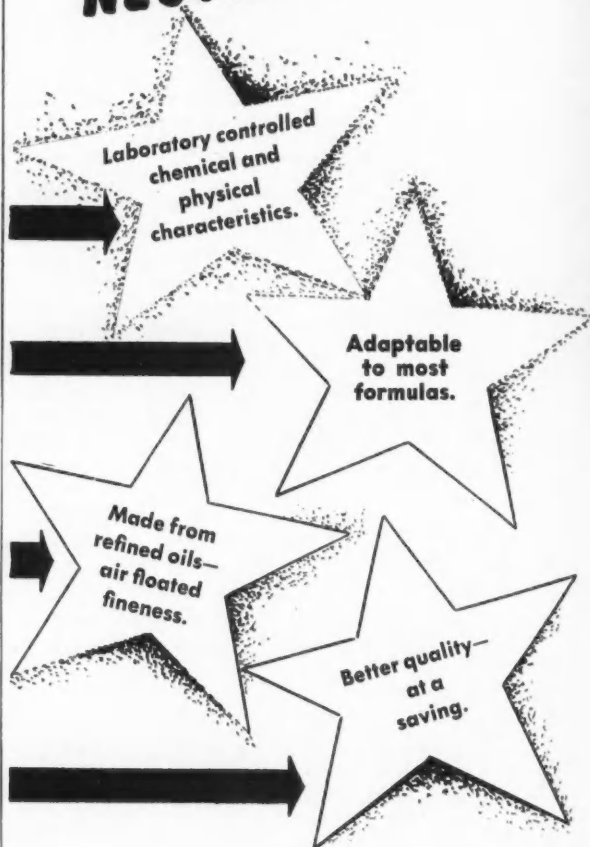
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# A 4 STAR HIT!

## POWCO BRAND

REG. U.S. PAT. OFF.

## NEUTRAL SOAP



POWDERED NEUTRAL SOAP

### JOHN POWELL & Co.

112 East 32nd Street,  
New York City.



pany was merged with Antoine Chiris Co., Mr. Bennett took charge of their Canadian house, later returning to the United States to become general sales manager for both the United States and Canada. In 1934 he joined Compagnie Parento as sales manager. Mr. Bennett has traveled extensively in Europe and the United States in connection with his activities in the industry and brings with him a knowledge of the aromatic requirements of the perfumery, cosmetic, soap and allied trades.

#### **E. C. Barton and J.M. Quigg new directors of Compagnie Parento**

Compagnie Parento, Inc., is now under the direction of E. C. Barton, vice-president and general manager of the company. Mr. Barton, who has been with Parento since 1927, went to Canada in 1932 to establish Compagnie



J. M. Quigg



E. C. Barton

Parento, Ltd., with offices in Toronto. In July, 1943, Mr. Barton returned to this country to assume active management of the American and Canadian divisions of the company.

John M. Quigg was recently elected managing director of Compagnie Parento, Ltd., Toronto, having been associated with the Canadian division of Parento since its inception. He was graduated from Regina College, and was associated with a firm of analytical chemists before his association with Parento.

#### **F. E. M. A. of California holds monthly meeting**

The monthly dinner-meeting of the Flavoring Extract Manufacturers' Ass'n of California was held at the Los Angeles Athletic Club, Los Angeles, Dec. 17. The guest speaker, W. E. Elieson, of the Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce, chose as his subject "How War is Changing the Pacific Area Markets." The speaker predicted a great stimulus in the food industry on the West Coast and a greater demand for flavored and seasoned foods throughout the world.

Walter Measday, also of the Bureau

of Domestic and Foreign Commerce, spoke briefly.

President Charles S. Marston, Jr., presided at the meeting and appointed a nominating committee to name officers for the coming year.

#### **Brunswig Drug Company announces changes in management**

P. W. Weeks has been appointed manager of the San Diego, Calif., branch house of the Brunswig Drug Co., Los Angeles, Calif., to succeed Charles F. McKay, who resigned recently after 31 years of service to the company. Mr. Weeks was formerly a salesman in the Long Beach territory.

Leonard de Karr, a former salesman in the San Bernardino area who joined the firm in 1937, has been appointed salesmanager. The newly-created position of sales promotion manager will be filled by F. E. Lucas, a member of the organization since 1920.

#### **McKesson & Robbins employees receive 25 and 50-year service awards**

Approximately 10 per cent of the employees in its national organization have been associated with McKesson & Robbins, Inc., for 25 years or longer, William J. Murray, Jr., president, announced recently. Honor scrolls and emblems were forwarded to two who this year achieved the 50-year record and to 96 who have reached the 25-year mark.

The presentation of the actual awards is being made by chief executives in the various branches and divisions throughout the country. Fred W. Smith, Albany, N. Y., and William Harrup, Cleveland, Ohio, are the two new 50-year men.

#### **Woburn Degreasing Co. of N. J. is now Woburn Chemical Corp.**

To conform more with the present nature of its business, the name of Woburn Degreasing Co. of New Jersey has been changed to Woburn Chemical Corp. (N. J.). Announcement was made by A. G. H. Reimold, president of the company, following authorization of the change at a meeting of the stockholders. The company produces organic chemicals.

"This change of name follows fifteen years during which the emphasis of our work has shifted largely to the heavy production of specification fatty acids and synthetic drying oils," Mr. Reimold disclosed. "Our original operations were begun in 1907 with the degreasing of leather, a step necessary to the production of patent and other specialty leathers. Woburn has handled the degreasing of leather end since that time,

but the operations which were carried on for leather and wool by this company have now been transferred entirely to the Woburn, Mass., plant of one of our affiliated companies.

"Heavy production of organic chemicals is now centered in plants at Harrison, N. J. and Toronto, Canada. Production of insecticides and fungicides will continue at Elkton, Md. and Moore Haven, Fla."

#### **Exki Perfume Company suffers heavy loss from fire**

A stubborn blaze in the Exki Perfume Co. premises, Montreal, Canada, Dec. 21, caused severe loss through smoke and water damage. Actual fire damage was slight.

#### **H. J. Egan, vice-president, resigns from Rallet Corporation**

H. J. Egan, vice-president of the Rallet Corporation, manufacturers of Marie Earle and Rallet products, has announced his resignation effective December 31, 1943, due primarily to ill health.

#### **Florence E. Wall now technical editor of Central Research Labs**

Miss Florence E. Wall, one of the well-known contributors to the AMERICAN PERFUMER, is devoting all her time to her position as technical editor at the Central Research Laboratory, Easton, Pa., and has abandoned her classes in cosmetics at New York University.

#### **H. E. Moore resigns from executive post with Brunswig Drug Company**

Harold E. Moore, executive vice president and general manager of the Brunswig Drug Co., Los Angeles, Calif., wholesale and manufacturing firm, has resigned after 31 years of service to the company. As yet he has announced no plans for the future, nor has a successor been chosen to Mr. Moore, according to Roy V. Schwab, president.

#### **Merck & Company receives traffic merit award**

A certificate of merit for development of the "Merck Plan" for expediting the loading and unloading of freight cars was presented to Merck & Co., Inc., Rahway, N. J., at a recent luncheon meeting of the Traffic Committee of the Chamber of Commerce of Eastern Union County.

The presentation was made by Secretary of State Joseph A. Brophy, representing Governor Charles A. Edison, in the presence of more than seventy representatives of shippers, railroads and executives.

O'er all there hung a shadow and a fear,  
A sense of mystery the spirit daunted,  
and said as plain as whisper in the ear  
The place is Haunted.

—LONGFELLOW

Deep into the darkness peering, long  
I stood there, wondering, fearing,  
Doubting, dreaming dreams no mortal  
Ever dared to dream before:

\* \* \*

And now as the night was senescent,  
And star dials pointed to morn,  
At the end of our path a luescent  
And nebulous lustre was born.

—EDGAR ALLEN POE

DID YOU EVER  
SEE A

*Cat-mare?*

That's the kind of NIGHTMARE Rodents sense when they smell a Skunk or Ferret!

They abandon the Premises as though Plague Stricken.

Rats and Mice flee buildings for quieter, sweeter dreams and safer quarters.

THE SKUNK'S  
CALLING CARD

**PETRA**

This is the skunk  
that caught the rat,  
that ate the malt

—that lived in the house that Jack built.

Only a TRACE of the PETRA required to give the necessary effect. Mix it with Cedarwood and no odor of skunk remains. But the SCENT is immediately detected by PESTS and VERMIN, who vacate at once!

SPARHAWK CO., SPARKILL, N. Y., U. S. A.

**TURNER TUBES.**



Manufacturers of  
COLLAPSIBLE  
TUBES since  
1898

SMART

MODERN

DURABLE

UNIFORM

COLORFUL

TURNER WHITE METAL CO., Inc. . . . New Brunswick, N. J.

**Imitation Oils**

**HYDROXYCITRONELLAL**

**GERANIOL**

**ORRIS LIQUID**



**SEELEY & CO.**

**INCORPORATED**

136 Liberty St.

New York City

### **Fairmount Chemical Company moves sales office**

The Fairmount Chemical Co., Inc., Newark, N. J., has announced the removal of their sales office to 136 Liberty St., New York 6, N. Y. The telephone number, Rector 2-0070, remains the same.

### **Allied Drug Travelers hold annual meeting and election**

Arthur F. Clapp, manager of the Southwest Division of Lamont, Corliss & Co., with headquarters in Los Angeles, Calif., was elected secretary of the Allied Drug Travelers of Southern California at the annual meeting last month. Oscar Jackson, of the Brunswick Drug Co., was elected treasurer. The new officers will be installed at the first dinner-meeting of the year to be held Jan. 25.

### **E. T. T. Williams heads executive committee of D. C. A. T. Section**

At the organization meeting of the newly elected executive committee of the Drug, Chemical and Allied Trades Section of the New York Board of Trade held Dec. 9, E. T. T. Williams, of Becton, Dickinson and Co., was elected chairman to serve for the next fiscal year.



**E. T. T. Williams**

Guy L. Marsters, Norwich Pharmaceutical Co., was elected vice-president and Robert B. Magnus, Magnus, Mabec and Reynard, Inc., was re-elected treasurer. Carl M. Anderson, of Merck and Co., Inc., was re-elected counsel. John C. Ostrom, who was granted a continued leave of absence for the duration to serve as Lieutenant (j.g.) in the U. S. Navy, was formally re-elected secretary of the Section and Miss Helen L. Booth was re-elected acting secretary to serve in his stead. The retiring chairman, Victor E. Williams, automatically becomes a member of the Section's Advisory Council to succeed Philip M. Dinkins, who has finished his five-year term.

### **A. A. Hilton joins staff of William E. Martin Co.**

Arthur A. Hilton, for the past 22 years manager of the St. Louis branch of the New York Quinine & Chemical Co., has become associated with the William E. Martin Co., importer and dealer in drugs, spices, licorice products and

chemicals with offices at 205 West 34th St., New York, N. Y. The name of the business has been changed to the William E. Martin Co. Prior to this, Mr. Martin had been operating under his own name, William E. Martin.

Mr. Martin plans to devote most of his time in spices, licorice products and other closely related articles. The licorice products division will be under the direction of Robert Chappel who had resided in Turkey for many years where he acquired a wide knowledge of licorice.

### **Standard Brands acquires Strong Cobb & Co.**

Strong Cobb & Co. has been acquired by Standard Brands. Strong Cobb, a private label house, manufacture pharmaceuticals, toiletries and cosmetics.

### **Bertram Reibel returns to Bree Cosmetics as general manager**

Bertram Reibel, formerly of Associated Distributors, has returned to Bree Cosmetics, Chicago, Ill., as general manager, a position which he held previously for ten years. Bree Cosmetics is distributor for "Models' Special" make-up.

### **New sales representatives for Revlon and Farel Destin products**

Jack Price, sales manager Beauty Salon division of Revlon Products Corp., announces the following new sales representatives for Revlon and Farel Destin preparations: Ray K. Meffin, Eastern territory; Arthur Silvers, Middle West and South; Mike Sager, West; Jack Pierce, Middle West and North. Sol Raskin has been promoted to handle a portion of the Pennsylvania territory.

### **Shulton appoints new branch managers for Dallas and Los Angeles**

Shulton, Inc., manufacturer of Early American Old Spice and Friendship's Garden toiletries and for the newly launched Leigh Perfumes, announces the appointment of two new territorial managers.

Harry E. Waters, formerly in charge of southwest territory with headquarters at Dallas, now heads the West Coast territory branch whose showrooms and warehouse are located in Los Angeles. The new offices are situated at 420 S. San Pedro Street, Los Angeles 13, Calif.

Paul C. Stoneman, formerly of the Dallas sales staff, is the new manager of the southwest territory at Dallas which includes showrooms and warehouse. The appointments became effective Jan. 1, 1944.

### **M. K. Katz joins Volupté, Inc., as vice-president in charge of sales**

Myer K. Katz has been appointed vice-president in charge of sales and promotion of Volupté, Inc., manufacturers of compacts and cigarette cases, and its affiliate, The Herb Farm Shop, Ltd., toiletries and cosmetics. In making the announcement, Frederick Spitalny, president, stated that Mr. Katz would devote considerable time to post-war planning and develop-



**M. K. Katz**

ments for both companies.

Mr. Katz has long been associated with the toilet goods industry. For the past six years he has been sales manager of Helena Rubinstein, Inc., and prior to that was merchandise manager at R. H. Macy & Co.

### **Court rules P & G infringes on soap-making patent**

The U. S. Fourth Circuit Court of Appeals ruled Dec. 28 in Richmond, Va., the Procter & Gamble Co. had infringed on a soap-making patent held by Lever Brothers Co., another manufacturer of soap. Judge Armistead M. Dobie prepared the opinion which reversed the district court at Baltimore and remanded the case for further proceedings.

### **New York BIMS to hold annual mid- winter dinner, January 20th**

BIMS of New York will hold their annual mid-winter dinner on Thursday evening, Jan. 20, at the Hotel Lafayette, New York, N. Y., according to an announcement by Martin F. Schultes, of Hewitt Soap Co., chairman of the BIMS. Owing to the hotel manpower shortage, says Mr. Schultes, the attendance at the dinner will have to be limited this year and dinner will be served at 6.00 P. M. Plans also call for the distribution of several fifty-dollar war bonds as door prizes.

### **J. W. Brooks and R. R. Leonard promoted in Bristol-Myers**

J. W. Brooks, former general manager of Harris Laboratories in Tuckahoe, N. Y., was elected by the board of directors vice-president of Bristol-Myers Co., in charge of Harris Laboratories division, effective Jan. 1, 1944. Another year-end personnel change is that of Raymond R. Leonard, director of personnel for Bristol-Myers plant in Hillside, N. J., for the past year, who

Our aim is to offer quality and service in  
the creation and manufacture of your line  
of toilet preparations for current and  
post-war needs.

## TRECE LABORATORIES

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New York, 3, N. Y.

GRamercy 3-6917

***You can depend now as always on SHERWOOD'S  
consistently high quality and personalized  
attention to customers' requirements***

*White  
Oils*

*Petrolatum*

For Details  
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**SHERWOOD REFINING COMPANY, Inc.**

*The Refinery of Controlled Specialization*

ENGLEWOOD, NEW JERSEY · Refinery: WARREN, PA.



has assumed new responsibilities as assistant to William M. Bristol, Jr., vice-president in charge of production. Announcement of the changes was made recently by Henry P. Bristol, president.

#### **Atlas Powder Company appoints Dr. R. M. Goepp, Jr., director**

Dr. R. Max Goepp, Jr., has been appointed director of organic research, responsible for the pioneering research on organic chemical products, according to an announcement of M. J. Creighton, director of the industrial chemicals department of Atlas Powder Co., Wilmington, Del.

#### **M. F. Vincent named California representative for Seeley & Co.**

Seeley & Co., New York, N. Y., manufacturers of true fruit flavoring extracts, imitation flavors, and aromatic chemicals, announce the opening of a western division in California. The company will be represented by Melvin F. Vincent, a native Californian, well-known to the food industry, not only on the Pacific Coast but throughout the entire United States.

The location of Mr. Vincent's office will be at Overland Terminal Ware-

house, 1807 East Olympic Blvd., Los Angeles 21, Calif.

#### **200 million tin tubes salvaged in last 16 months**

Nearly 200 million used tin tubes, most of which formerly contained toothpaste and shaving cream, have been turned in by consumers during the past 16 months for use in making war material, according to the National Wholesale Druggists' Ass'n, which has been cooperating with the Tin Salvage Institute, Newark, N. J., in this war conservation effort.

#### **T.G.A. works out plan for return of used containers**

A plan to handle the return of containers locally and their re-distribution to the manufacturers in the metropolitan area of New York, N. Y., has been found practicable by the Toilet Goods Ass'n, Inc.

The method to ease the shortage of shipping containers has been worked out with the cooperation of a carton company equipped to sort containers by brand name and to return them to participating manufacturers.

The plan is briefly as follows:

1. Each participating manufacturer

must arrange with his retail outlets to return all used shipping containers to the carton company, collect.

2. The carton company will pay the incoming freight but must recover this from one of the companies participating in the plan.

3. The carton company will sort the cartons according to manufacturers' names and will deliver them to each manufacturer at a specified charge.

4. Manufacturers who so desire may pick up their own cartons from the carton company or may arrange for other methods of delivery at their own expense.

5. Frequency of delivery of used cartons will depend on the quantity accumulated by the carton company.

6. Members located in the metropolitan area of New York who desire to participate in this arrangement should notify Association headquarters immediately. The further development of the plant depends upon the interest which members in this area show in it.

A letter and explanatory bulletin is being sent to members of the Association outside the New York City area so that they may attempt to make similar arrangements.

## **ISOPROPYL ALCOHOL**

*available for*

**SHAMPOOS:** Isopropyl Alcohol aids in cleaning hair and scalp thoroughly and in leaving hair soft and lustrous.

**HAIR AND SCALP PREPARATIONS:** Isopropyl Alcohol as a vehicle for hair and scalp preparations aids the cleansing and antiseptic value of the tonics.

**STERILIZING SOLUTIONS:** 40% Isopropyl Alcohol will kill dried *Bacillus Coli* in  $\frac{1}{4}$  minute. 50% Isopropyl Alcohol is equivalent to 70% ethyl alcohol for killing *Bacillus streptococcus* and *staphylococcus*.

**BODY RUBS:** Isopropyl Alcohol evaporates slowly, thereby prolonging the cooling effect when used in body rubs. Isopropyl Alcohol has no denaturants.

**FACE AND HAND LOTIONS:** Isopropyl Alcohol evaporates slowly; has little tendency to dry the skin, and aids in keeping the skin soft.

**AFTER SHAVE LOTION:** Isopropyl Alcohol is excellent for this product because it aids the after-cooling and skin-freshening qualities of the lotion.

*Use 91% Isopropyl Alcohol and Release War Materials*

# **STANDARD ALCOHOL COMPANY**

**26 BROADWAY**

**NEW YORK 4, N. Y.**



IN furtherance of our policy of progress and in anticipation of still greater post war opportunity for American industry, we have added to our staff as Technical Adviser and Special Representative

### MR. ALPHONSE PILLET

Mr. Pilet's long experience both here and abroad in the field of perfumery, assures invaluable contribution to Tombarel Service.

We cordially invite you to submit your perfume problems and inquiries.



### PRODUCTS CORPORATION

- SPECIAL PERFUME CREATIONS  
*for all purposes*
- BASIC PERFUME MATERIALS
- AROMATIC CHEMICALS  
and ESSENTIAL OILS

L. J. Zollinger, President

12 East 22nd St., NEW YORK 10

## Manufacturers of — AMERCHOL — ABSORPTION BASES for PHARMACEUTICAL and COSMETIC preparations

Our Absorption Bases possess inherent emollient and absorption properties because of their high free Cholesterol content.

- Facilitate the penetration and absorption of incorporated therapeutic agents.
- Recommended for ease of emulsification.
- Absorb unusually large amounts of water.
- Form pure white water-in-oil emulsions, completely stable under widely varied conditions.
- Form elegant products of rich texture and consistency.

We also manufacture—

**Cholesterol C. P., Emulsifiers, Ointment Bases, Industrial Penetrants, Softening and Dispersing Agents, and other Amerchol Products.**

AMERCHOL products are manufactured from specially processed Cholesterol and other sterols.

- Will not oxidize, nor turn rancid.
- Are unaffected by electrolytes.
- Retain their properties at extreme temperatures.
- Are for neutral, acid and alkaline creams, ointments and lotions.

### American Cholesterol Products

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MILLTOWN, NEW JERSEY

Sales Office—58 W. 40th St., New York 18, N. Y.

Many years ago we first offered fine paper boxes to cosmetic manufacturers. It is significant that since then most of the concerns with whom we began business still call upon us to meet their needs.

Despite the shortage of raw materials it is our pledge never to depart from the high standard of quality that has always been identified with KARL VOSS paper boxes.

There is no finer cosmetic container than a KARL VOSS box.

### KARL VOSS CORPORATION

DIVISION OF SHOUF OWENS INC.

HOBOKEN

NEW JERSEY

#### Dates changed for annual meeting of Flavoring Extract Mfrs'. Ass'n

Owing to conflicting dates with other associations, the Flavoring Extract Manufacturers' Ass'n will hold its annual meeting May 22 and 23, 1944, at the Hotel New Yorker, New York, N. Y. Those who plan to attend are advised by the association to make their hotel reservations well in advance, as even in non-convention-times the hotel situation in New York is serious.

#### J. B. Castle joins Shulton sales force

John B. Castle has joined Shulton, Inc., manufacturers of Early American Old Spice and Friendship's Garden toilettries and the newly launched Leigh Perfumes, as a sales representative. Mr. Castle will cover accounts in the Atlantic States Division of the company.

#### J. B. Williams Company employees given free insurance

The J. B. Williams Co., Glastonbury, Conn., has given its employees of six months' service or over, free sickness and hospitalization insurance in the Connecticut Life Insurance Co., according to an announcement by the president, Everett B. Hurlburt.

#### Managers for Pacific Coast Division of Owens-Illinois appointed

L. S. Connick, manager of the Los Angeles, Calif., territory of the Pacific Coast Division of Owens-Illinois Glass Co., has been appointed manager of the San Francisco territory. He replaces K. C. White, who has been given charge of the Owens-Illinois Libby Division at Toledo, Ohio.

T. E. Manwarring, who has held various Pacific Coast regional executive positions with the firm and has for some time past been loaned to WPB Container Division in Washington, D. C., has returned to California to assume charge of the Los Angeles territory.

### Obituary

#### James T. Pardee

James T. Pardee, former chairman of the board of directors of the Dow Chemical Co., died at his home in Midland, Mich., January 3. He had been in poor health since his retirement in 1941. Mr. Pardee, one of the largest stockholders in the Dow Company, had been chairman of the board for more than 45 years.

Mr. Pardee was born in Cleveland 76 years ago. He attended the Cleveland public schools and was graduated from the Case School of Applied Science with the degree of B.S. in civil engineering.

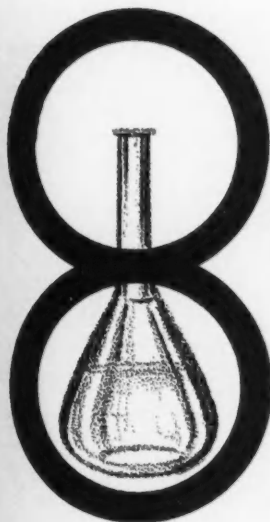
He was a trustee of the Case School, a trustee of the Midland Community Center, a member of the American Society of Civil Engineers, Phi Kappa Psi, the Union and Cleveland Automotive Clubs and the Rotary International Club.

#### Walter Norbert Beauchamp

Walter Norbert Beauchamp, treasurer of the Toilet Goods Manufacturing Ass'n of Montreal, died at his residence in Montreal, Canada, on December 13, at the age of 51. He was president of Beauchamp, Wann, Ltd., vice-president of Charles-of-the-Ritz of Canada, Ltd., and a member of the Dominion Commercial Travelers' Ass'n. His widow and a brother survive.

#### Theodore M. Gowans

Theodore M. Gowans, 69, formerly secretary-treasurer of the Gowans & Son Home Trade Soap Company, died Dec. 22 in his home in Buffalo, N. Y., after a long illness. He is survived by his widow, a daughter and a son.



## Reasons Why PLYMOUTH ZINC STEARATE U. S. P. IS BEST FOR DRUGS AND COSMETICS

1 Backed by the longest commercial Stearate manufacturing experience in America . . . M. W. Parsons offer you this new product as the finest Zinc Stearate that can be made.

2 Years of research have made possible a particularly white product

3. Special production methods . . . developed over more than a quarter of a century . . . have made it ODORLESS

4 It will not develop offensive odors even if kept for a long period

5. It enables your face powder to retain the same odor that you give it.

6. A smooth, light, fluffy texture has been finally and definitely achieved.

7 Tested independently it shows the following results: ARSENIC (Gutzeit and Spectrographic Test) . . . Not Found. LEAD (Spectrographic Determination) . . . 1.7 parts per million.

8. The reputation and record of M. W. Parsons assure you of Uniformity in all shipments.

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## Market Generally at a Standstill

**T**HE RELEASE of licenses to import bois de rose oil from Brazil has created some hope of an early relief in the tight position of linalyl acetate and linalool. While the import licenses do not give any assurance of steamers being made available to bring in fresh supplies of oil, nevertheless, it is regarded as a definite step forward in that direction. With no bois de rose having reached this market in over a year, the spot position in the oil remains exceedingly strong with quotations virtually nominal. In the event that new lots arrive shortly, demand for Mexican linaloe oil is likely to subside since some consumers have in recent months been forced to turn to this oil due to the difficulty in obtaining bois de rose.

The pressure to sell odds and ends with the passing of 1943 was not as important as usual due in some measure to what might be called artificial shortages by reason of government price regulations as well as actual scarcities especially in those articles where the supply source has been cut off by war.

### DOMESTIC OILS SCARCE

In addition to serious shortages of imported oils with reserves having been over a period of many months reduced to a minimum in the absence of replacements leading suppliers are now faced with the problem of furnishing several domestic oils, all of which have grown exceedingly difficult to obtain by reason of low price ceilings and the manpower shortage. Unless immediate action is taken by the Government, it was pointed out here, conditions with regard to domestic oils will grow steadily worse.

Comparatively few price movements

were noted over the final month of the year. For the most part stocks have become so low in supply as to create a market having aspects suggesting a nominal position. While substitute products have been commanding much attention, they can only be expected to play a minor part in bringing any relief in the exceedingly tight position. There was never a year-end in which essential oil and aromatic chemical stocks have been quite so small.

### PEPPERMINT ORDER A BRIGHT SPOT

A slight ray of hope developed in mint oils when it was learned the War Food Administration released a few small lots of peppermint for essential purposes and that modification of the freezing order governing the distribution of this all important flavoring material has been made. There was a complete absence of spearmint oil offerings from the country, and as a result, comparatively little oil could be had.

In view of the difficulty among pharmaceutical manufacturers in obtaining glass containers, it is understood on good authority that a glass bottle order will be issued by the War Production Board which will limit the use of cosmetic manufacturers and provide for a 100 per cent allotment to pharmaceutical manufacturers.

### NO LANOLIN FOR JANUARY

The War Food Administration's hope that some lanolin would be available for allocation to manufacturers of soaps, cosmetics and shaving cream over December failed to materialize. While some believed that the situation may ease during January there was no firm indication what the situation will be in the early months of the new year.

### ARRIVAL OF SODA ASH

Outstanding among the group of industrial chemicals, some of which are vital in the manufacture of glass, soap and other closely related articles was the arrival of three substantial lots of soda ash from Great Britain. They were the first lots of British ash to arrive for domestic consumption in over a quarter of a century. It is understood the arrival of the three lots was only a part of the total tonnage to come forward since it is understood that about 50,000 tons have been purchased by a major domestic manufacturer. The purchase was made to relieve the exceedingly tight position here by reason of the tremendous quantities of domestic material going into aluminum and glass manufacture and to complete lend-lease shipments.

### VANILLA BEAN SITUATION

Rising prices of vanilla beans in Madagascar as well as the absence of detailed information with regard to actual stocks at the primary center are believed to be the reasons why local houses are reluctant to make further commitments. Under the old law of supply and demand, local houses see no reason why they should pay higher prices for beans if a substantial tonnage is hanging over the primary market, especially in view of the uncertainty regarding steamer space.

### MEXICAN BEAN SITUATION

A similar situation prevails with regard to new crop Mexican beans. Quotations named by curers in Mexico are reaching a level close to that prevailing a year ago. Curers at the primary center are of the opinion that they should obtain better prices for beans since no Bourbons are in transit to the United States and there remains little possibility of beans coming out of Madagascar for some time to come.

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for

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*Cosmetics •*

*Soap •*

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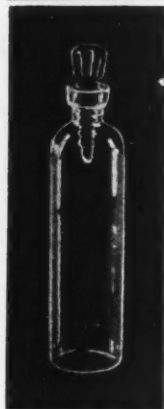
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# PRICES IN THE NEW YORK MARKET

(Quotations on these pages are those made by local dealers, but are subject to revision without notice)

## ESSENTIAL OILS

Almond Bit, per lb.	3.50@	4.00
S. P. A.	4.75@	5.10
Sweet True	2.00@	2.25
Apricot Kernel	.50	Nom'l
Amber, rectified	1.35	Nom'l
Angelica Root	125.00@	150.00
Anise, U. S. P.	3.85	Nom'l
Imitation	1.75@	2.10
Aspic (spike) Span.	5.00@	5.25
Avocado	.90@	.95
Bay	1.75@	2.50
Bergamot	25.00	Nom'l
Brazilian	10.00@	
Artificial	4.00@	9.25
Birch, sweet	3.50@	5.25
Birchar, crude	2.25	Nom'l
Birchar, rectified	4.25	Nom'l
Bois de Rose	5.10	Nom'l
Cade, U. S. P.	1.50@	1.75
Cajeput	2.00@	2.75
Calamus	22.50@	35.00
Camphor, "white," dom.	.30@	.35
Cananga, Java, native	10.00@	11.25
Rectified	11.50@	13.00
Caraway	15.50@	17.50
Cardamon	30.00@	35.00
Cassia, rectified, U. S. P.	12.00	Nom'l
Cedar leaf	1.25@	1.30
U. S. P.	2.00@	2.10
Cedar wood	.80@	.95
Celery	24.00@	26.00
Chamomile	150.00	Nom'l
Cinnamon	10.50@	32.00
Citronella, Ceylon	1.05@	1.25
Java	3.25	Nom'l
Cloves, Zanzibar	1.75@	2.00
Copaiba	.80@	.85
Coriander	30.00@	32.00
Imitation	8.00@	14.00
Croton	3.00@	3.75
Cubebs	5.25	Nom'l
Cumin	8.50@	10.00
Dillseed	7.00@	7.50
Erigeron	2.15@	2.50
Eucalyptus	1.55	Nom'l
Fennel, Sweet	3.25@	4.00
Geranium, Rose, Algerian	15.50@	16.00
Bourbon	14.00@	16.00
Turkish	5.25@	6.00
Ginger	22.00@	23.00
Guaiaac (Wood)	5.00@	6.10
Hemlock	1.45@	1.50
Substitute	.55@	.60
Juniper Berries	15.00	Nom'l
Juniper Wood, Imitation	.75@	.80
Laurel	5.00	Nom'l
Lavandin	8.25	Nom'l
Lavender, French	10.00@	12.00
Lemon, Calif.	3.25@	
Lemongrass	1.20@	1.35
Limes, distilled	6.25@	7.75
Expressed	11.00@	11.75
Linaloe	3.75@	4.10
Lavage	95.00	Nom'l
Marjoram	5.50@	7.00
Neroli, Bigarade P.	340.00	Nom'l
Petal, extra	325.00	Nom'l
Olibanum	5.00@	5.75
Opopanax	3.00	Nom'l
Orange, bitter	4.50@	5.00
Brazilian	1.25@	1.50
Calif., exp.	1.25@	1.50
Orris Root, abs. (oz.)	135.00@	
Artificial	36.00@	40.00

Pennyroyal, Amer.	3.25@	4.10
European	3.15@	4.10
Peppermint, natural	6.00	Nom'l
Redistilled	6.30	Nom'l
Petitgrain	1.65@	2.00
Pimento	4.00@	7.75
Pinus Sylvestris	4.25@	5.00
Pumilionis	4.25@	4.80
Rose, Bulgaria (oz.)	25.00@	32.00
Synthetic, lb.	45.00@	55.00
Rosemary, Spanish	2.00@	2.10
Sage	7.50@	9.00
Sage, Clary	40.00	Nom'l
Sandalwood, East India	6.25@	6.50
Sassafras, natural	2.10@	2.35
Artificial	1.50@	1.80
Snake root	10.00@	12.75
Spearmint	4.00	Nom'l
Thyme, red	2.60@	3.25
White	3.25@	5.00
Valerian	30.00	Nom'l
Vetivert, Java	35.00	Nom'l
Wintergreen	5.25@	8.50
Wormseed	5.25	Nom'l
Ylang Ylang, Manila	38.00	Nom'l
Bourbon type	18.00@	20.00

## TERPENELESS OILS

Bay	2.75@	3.00
Bergamot	49.00	Nom'l
Grapefruit	65.00@	
Lavender	28.00	Nom'l
Lemon	40.00@	55.00
Lime, ex.	85.00@	100.00
Distilled	60.00@	67.00
Orange sweet	75.00@	125.00
Peppermint	11.50@	14.00
Petitgrain	3.50@	4.00
Spearmint	5.00@	6.00

## DERIVATIVES AND CHEMICALS

Acetaldehyde 50%	1.90@	2.75
Acetophenone	1.60@	1.75
Alcohol C 8	7.50	Nom'l
C 9	13.25@	15.00
C 10	7.75@	12.00
C 11	11.50	Nom'l
C 12	7.20@	8.50
Aldehyde C 8	22.50@	28.00
C 9	32.00	Nom'l
C 10	22.00@	29.00
C 11	22.00	Nom'l
C 12	25.00@	30.00
C 14 (so called)	9.25@	9.75
C 16 (so called)	7.65@	8.25
Amyl Acetate	.50@	.75
Amyl Butyrate	.90@	1.10
Amyl Cinnamate	4.50@	5.80
Amyl Cinnamate Aldehyde	2.75@	5.00
Amyl Formate	1.00@	1.75
Amyl Phenyl Acetate	3.75@	4.00
Amyl Salicylate	.85@	1.00
Amyl Valerate	2.00@	2.75
Anethol	2.00@	2.25
Anisic Aldehyde	3.25@	4.00
Benzophenone	1.15@	1.30
Benzyl Acetate	.65@	1.00
Benzyl Alcohol	.75@	1.00
Benzyl Benzoate	1.10	Nom'l
Benzyl Butyrate	2.25@	3.00
Benzyl Cinnamate	5.15	Nom'l
Benzyl Formate	3.75	Nom'l
Benzyl-Iso-eugenol	10.25	Nom'l
Benzylidenacetone	2.25@	3.40
Borneol	1.80	Nom'l
Bornyl Acetate	2.00	Nom'l

Bromstyrol	5.00	Nom'l
Butyl Acetate	.11@	14 1/2
Cinnamic Acid	3.75@	4.50
Cinnamic Alcohol	3.75@	4.00
Cinnamic Aldehyde	1.75	Nom'l
Cinnamyl Acetate	10.40@	12.00
Cinnamyl Butyrate	12.00@	14.00
Cinnamyl Formate	10.00@	13.00
Citral, C. P.	3.50@	4.00
Citronellol	6.50@	7.00
Citronellyl Acetate	8.60@	9.20
Coumarin	3.00@	3.50
Cuminic Aldehyde	8.00@	11.25
Diethylphthalate	.24	Nom'l
Dimethyl Anthranilate	4.55@	5.00
Ethyl Acetate	.25	Nom'l
Ethyl Anthranilate	5.75@	7.50
Ethyl Benzoate	.90@	1.15
Ethyl Butyrate	.75@	.90
Ethyl Cinnamate	3.25@	3.75
Ethyl Formate	.60@	1.00
Ethyl Propionate	.80	Nom'l
Ethyl Salicylate	.90@	1.00
Ethyl Vanillin	5.25@	6.00
Eucalyptol	2.75@	3.25
Eugenol	2.75@	3.25
Geraniol, dom.	4.00@	5.25
Geranyl Acetate	4.00	Nom'l
Geranyl Butyrate	7.75@	8.20
Geranyl Formate	8.50@	10.00
Heliotropin, dom.	3.35@	6.00
Hydrotopic Aldehyde	15.00@	18.00
Hydroxycitronellal	7.75@	10.00
Indol, C. P.	26.50@	30.00
Iso-borneol	1.00@	1.10
Iso-butyl Acetate	1.25@	2.00
Iso-butyl Benzoate	1.65@	2.70
Iso-butyl Salicylate	2.70@	3.00
Iso-eugenol	4.00@	4.85
Iso-safrol	3.00	Nom'l
Linalool	8.00	Nom'l
Linalyl Acetate 90%	8.75@	10.00
Linalyl Anthranilate	15.00@	
Linalyl Benzoate	10.50@	
Linalyl Formate	9.00@	12.00
Menthol, Brazilian	18.00@	24.00
Methyl Acetophenone	1.55@	1.80
Methyl Anthranilate	2.35@	2.50
Methyl Benzoate	.70@	1.10
Methyl Cellulose, f.o.b. shipping point	.60	Nom'l
Methyl Cinnamate	2.25@	3.50
Methyl Eugenol	3.50@	6.75
Methyl Heptenone	3.25	Nom'l
Methyl Heptene Carbonate	40.00@	60.00
Methyl Iso-eugenol	5.85@	10.00
Methyl Octene Carbonate	24.00@	30.00
Methyl Paracresol	2.50	Nom'l
Methyl Phenylacetate	3.75@	4.00
Methyl Salicylate	.35@	.38
Musk Ambrette	9.50	Nom'l
Ketone	4.50@	9.70
Xylene	1.65@	2.50
Neroline (ethyl ether)	2.00@	3.15
Paracresol Acetate	2.50	Nom'l
Paracresol Methyl Ether	2.60	Nom'l
Paracresol Methyl-acetate	6.50@	8.50
Phenylacetaldehyde 50%	3.00@	3.75
100%	4.50@	5.00
Phenylacetic Acid	3.00@	3.75
Phenylethyl Acetate	3.00@	4.90
Phenylethyl Alcohol	2.50@	3.00
Phenylethyl Anthranilate	16.00@	
Phenylethyl Butyrate	4.00@	4.25
Phenylethyl Propionate	3.90@	5.60
Phenyl Formate	12.50@	18.00

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**GRADUATE CHEMIST or CHEMICAL ENGINEER**, experienced in perfume and cosmetic manufacture to supervise production, research and testing laboratory. Excellent opportunity for right man. State age, training, experience, draft status, salary desired in first letter. Replies held in strict confidence. Write Box 2457 The American Perfumer and Essential Oil Review.

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- 3—World, 1—Ermold semi-automatic Labeling Machines.
- 1—Pneumatic Scale Talcum Powder Filler and Capper, Unit complete.
- 2—Karl Kiefer 72-spout Bottle Washers, m.d.
- 8—Menel Open Tanks 25 gal.: 8-45 gal.
- 5—Dry Powder Mixers, from 50 to 2000 lbs.
- 25—Aluminum, Copper, Glass Lined, jacketed and agitated Kettles.
- 1—Abbe Blutzerguss sifter #2.
- 2—Colton #3 Toggle Presses.
- 3—Stokes Steam Water Still, 5, 10, 25 gal. per hour.

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Phenyl Valerianate	16.00@	17.50
Phenylpropyl Acet.	10.00	Nom'l
Santalyl Acetate	20.00@	22.50
Skatol, C. P. (oz.)	5.35@	6.00
Styralyl Acetate	2.50@	3.00
Styralyl Alcohol	9.25@	12.00
Vanillin (clove oil)	2.60	Nom'l
(guaiacol)	2.35	Nom'l
Lignin	2.35	Nom'l
Vetiverl Acetate	25.00	Nom'l
Violet Ketone Alpha	18.00	Nom'l
Beta	15.00	Nom'l
Methyl	6.50	Nom'l
Yara Yara (methyl ester)	3.20	Nom'l

#### BEANS

Tonka Beans, Surinam	.70@	.95
Angostura	2.50@	3.00
Vanilla Beans		
Mexican, whole	9.25@	9.50
Mexican, cut	8.25@	8.50
Bourbon	8.00@	8.50
Tahiti	3.75@	4.00

#### SUNDRIES AND DRUGS

Acetone	.81/2@	.09
Almond meal	.25@	.27
Ambergris, ounce	17.00@	20.00
Balsam, Copaiba	.50@	.54
Peru	1.10@	1.20
Beeswax, bleached, pure		
U. S. P.	.57	Nom'l
Yellow, refined	.52 1/2	Nom'l
Bismuth, sub-nitrate	1.20@	1.22
Borax, crystals, carlot ton	55.50@	58.00
Boric Acid, U. S. P., cwt.	6.95@	7.55
Calamine	.18@	.20
Calcium, phosphate	.08@	.08 3/4
Phosphate, tri-basic	.09@	.10

Camphor, domestic	.68 1/2@	.83 1/2
Castoreum	13.00@	26.00
Cetyl Alcohol	1.75	Nom'l
Pure	2.25	Nom'l
Chalk, precip.	.03 1/2@	.06 1/2
Cherry Laurel Water, carboy	5.75@	6.25
Citric Acid	.21	Nom'l
Civet, ounce	28.00@	49.00
Clay, colloidal	.07@	.15
Cocoa Butter, lump	.25 1/2@	.27
Cyclohexanol (Hexalin)	.30@	.50
Fuller's Earth, ton	15.00@	33.00
Glycerin, C. P., drums	.18 1/4@	.18 3/4
Gum Arabic, white	.42@	.45
Amber	.13@	.13 1/2
Gum Benzoin, Siam	5.00	Nom'l
Sumatra	1.35@	1.40
Gum Galbanum	1.80@	2.00
Gum Myrrh	.50@	.55
Henna, pwd.	.30@	.35
Kaolin	.05@	.07
Labdanum	3.25@	5.00
Lanolin, hydrous	.35@	.36
Anhydrous	.36@	.37
Magnesium, carbonate	.09@	.10 3/4
Stearate	.24@	.27
Musk, ounce	50.00	Nom'l
Olibanum, tears	.18@	.35
Sittings	.11 1/2@	.13
Orange Flower Water, gal.	2.00@	2.50
Orris Root, African, pwd.	1.10@	1.15
Paraffin	.06 1/4@	.09
Peroxide	1.10@	1.75
Petrolatum, white	.06 1/4	.08 1/2
Quince Seed	1.75@	2.00
Rice Starch	.09@	.10
Rose Leaves, red	4.00@	4.10
Rose Water, gal.	6.50@	8.00
Rosin, M. per cwt.	4.98@	

Salicylic Acid	.35@	.40
Saponin	2.00@	2.50
Silicate, 40°, drums, works,		
100 pounds	.80@	1.20
Soap, neutral, white	.20@	.25
Sodium Carb.		
58% light, 100 pounds	1.35@	2.35
Hydroxide, 76% solid, 100		
pounds	2.60@	3.75
Spermaceti	.26@	.27
Stearate Zinc	.30@	.31
Styrax	1.35@	1.60
Tartaric Acid	.64	Nom'l
Tragacanth, No. 1	5.00@	5.25
Triethanolamine	.34 1/2	Nom'l
Violet Flowers	1.75@	2.00
Zinc Oxide, U. S. P. bbls.	.10 1/2	.10 3/4

#### OILS AND FATS

Castor No. 1, tanks	13@	
Cocoanut, Manila Grade,		
c.i.f., tanks	.0835@	
Corn, crude, Midwest, mill,		
tanks	12 3/4@	
Corn Oil, distilled, bbls.	.15 1/2	Nom'l
Cotton, crude, Southeast,		
tanks	12 3/4@	
Grease, white	.08 3/4@	
Lard	.1380@	
Lard Oil, common, No. 1		
bbls.	.14@	
Palm, Niger, drums	.0865	
Peanut, refined, barrels	.16 1/2	Nom'l
Red Oil, distilled, tanks	.12 1/2@	
Stearic Acid		
Triple Pressed	.18 3/4@	.19 3/4
Double Pressed	.15 3/4@	.16 3/4
Tallow, acidless, barrels	.14 1/4@	
Tallow, N. Y. C., extra	.08 3/4@	
Whale oil, refined	.1232@	

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